

THE WORLD'S FIRST AIR CARGO MAGAZINE - NOW IN ITS 17TH YEAR

AIR TRANSPORTATION

JUNE • 1959

An Air Magazine For The Modern Shipper

Vol. 34, No. 6

ANNUAL
AIR
FREIGHT
FORWARDING
ISSUE



THANKS
FREIGHT FORWARDERS

For making **KLM**
air cargo big
business.



KLM ROYAL DUTCH AIRLINES • 430 PARK AVENUE • NEW YORK 22, N.Y.



**AIRBORNE... fast becoming the
GIANT
OF AIR FREIGHT FORWARDING**

**Tremendous growth and progress
...that's the Airborne Story**

Airborne is fast becoming a giant in air shipping by consistently developing an ever-increasing high speed, efficient air cargo service to meet the constantly changing requirements of shippers. Each shipper has his own particular problems and Airborne works out a movement to fit his exact needs and budget. An analysis of your particular shipping needs is yours for the asking. A call will bring our representative, no obligation, of course.

Coverage, Control, Savings

COMPLETE COVERAGE . . . 379 offices in all key points of the globe. Domestic and International service blanketing the United States, Alaska, Hawaii, Mexico, Central America, South America, Europe and Asia.

CONTROL . . . network of communications controls shipments all the way to consignee.

LOW RATES and LOW MINIMUMS . . . economies created by high speed, efficient handling of tremendous volume.



AIRBORNE
FREIGHT CORPORATION

ESTABLISHED IN 1946 — OFFICES IN ALL PRINCIPAL CITIES

**A NETWORK OF ALLIED SERVICES FROM
AIRBORNE SUBSIDIARY COMPANIES:**

Personnel, equipment and facilities of the following Airborne subsidiary companies provide allied services under single representation: **PAN-MARITIME CARGO SERVICE, INC.**, International freight forwarders, air and ocean, customs brokers; **CROSS-WORLD AIR CARGO CORPORATION**, International air freight forwarders, customs brokers; **AIRGO INTERNATIONAL CORPORATION**, International air freight forwarders, customs brokers; **GREEN SCOTT & COMPANY, INC.**, ocean freight forwarders, customs brokers; **DAILY TRAVEL SERVICES, INC.**, complete travel agency service, world-wide escorted tours. **ORIENT TOURS, INC.**, specialists in individual and group tours to Japan and all points throughout the Orient.

"DOUBLE PLAY" combination that cuts down on errors



Freight Forwarder and Pan Am team up for THE WORLD'S SUREST, FASTEST SHIPPING SERVICE

Freight forwarder—to Pan Am—to consignee! This play works so fast, so effortlessly, you know pros are in the field. It's a new DOUBLE SERVICE package where every detail works with precision—from pickup to delivery.

And here's what's behind it:

Freight forwarders arrange pickups and deliveries, select the best shipping routes, follow through where tracing is necessary.

Freight forwarders take care of all documentation, advise shippers on delivery, make out bills according to shippers' own billing procedures.

Freight forwarders consolidate shipments to get the lowest possible rates.

In turn, Pan Am is rapidly increasing cargo space on

Pan Am Jet Clippers*—making the Pan Am Profit Lift better and better by clipping the time to Europe's gigantic market.

Pan Am is clipping rates, too, with cuts up to 54% on several commodities going across the Atlantic.

And Pan Am is the only cargo service offering both shippers and consignees these five big "extras":

- Fastest delivery to all the world
- World's fastest, surest reservations
- World's most experienced air cargo carrier
- World's most modern air fleet
- "Doorstep" service from anywhere in the U. S.

Winning combination? The greatest! And the proof is the way they deliver the goods!

PAN AM CLIPPER* CARGO

FASTEST DELIVERY TO ALL THE WORLD

*Trade Mark, Reg. U. S. Pat. Off.



From The Readers

... Very interesting and educational.

C. J. Lloyd
Traffic Manager
Ford Motor Co.
Charlotte, N. C.

I get a lot of good information out of your magazine.

George Hetterling
Traffic Manager
Scranton Dry Goods Co.
Scranton, Pa.

I have always enjoyed *Air Transportation*. It keeps the future in focus today.

William P. Scheffler
Traffic Manager
The Narrow Fabric Co.
Reading, Pa.

I find your magazine extremely interesting.

Lois A. Young
Traffic Department
Metalsalts Corp.
Hawthorne, N. J.

I enjoy reading *Air Transportation*. It keeps me up to date.

L. V. Gudiswitz
Traffic Manager
Graham Paper Co.
St. Louis, Mo.

We like your magazine. It is very useful.

William N. Sanford
Traffic Manager
Diebold, Inc.
Canton, Ohio

I enjoy your magazine.

S. P. Harlan
Traffic Manager
Ford Motor Co.
Des Moines, Iowa

We enjoy reading your publication and often find helpful hints in it.

G. C. Newcomb
District Traffic Manager
The American Tobacco Co.
Richmond, Va.

We find your magazine very interesting.

Ray F. Matthews
Traffic Manager
Daystrom Instrument
Archbald, Pa.

I wish to offer my compliments to you on your fine article on Japan Air Lines. This series is consistently excellent.

William J. Steinke
Chicago, Ill.

A very interesting magazine.

L. E. Galaspie
Director of Traffic
Reynolds Metals Co.
Richmond, Va.

... A very interesting and useful publication.

Grant Bunnell
Manager of Traffic & Transportation
Chance Vought Aircraft, Inc.
Dallas, Texas

We find *Air Transportation* very helpful.

A. S. Robertson
General Traffic Manager
Joy Manufacturing Co.
Pittsburgh, Pa.

Your magazine is most interesting.

Joachim Rudoler
Vice President
H. W. R. Corp.
Philadelphia, Pa.

Your publication helps me to keep up to date on air transportation.

D. M. Auten
Traffic Manager
Quaker Oats Co.
Memphis, Tenn.

... I have enjoyed your magazine.

Alexander G. Morris
Traffic Manager
Titan Metal Mfg. Co.
Bellefonte, Pa.

Air Transportation is very helpful for a traffic man who is connected with all phases of transportation.

Edgar W. Caterson
Traffic Manager
The Pep Boys
Philadelphia, Pa.

I enjoy this magazine very much.

C. C. Norris
Traffic Manager
John Sexton & Co.
Dallas, Texas

Very interesting and informative.

E. T. Westrich
District Traffic Manager
Anheuser-Busch, Inc.
Newark, N. J.

... Having been familiar with your journal for many years, I am impressed by its consistent high level of content. You are to be complimented . . . I find your cartoon "lessons" quite good. Perhaps one day you will decide to have them in every issue.

Thomas L. Ridger
Manchester, England

I enjoy your issues a great deal.

John J. Manning
Superintendent of Traffic
Independent Lock Co.
Fitchburgh, Mass.

Your magazine is required reading.

John B. Kane
Assistant Sales Manager
William Amer Co.
Philadelphia, Pa.

We find *Air Transportation* very helpful to us.

F. J. Ivory
Traffic Manager
Rayette, Inc.
St. Paul, Minn.

I think you have very well illustrated that Irish Air Lines are quite adept in the field of air cargo transportation, particularly in the handling of perishables such as marine life.

H. W. P. Held
Vice President—U. S.
Irish Air Lines
New York, N. Y.

See the *Air Transportation* Fotostory, Sea-Air Story—Irish Style, in last month's issue.—Editor.

... It is a very good transportation magazine.

Warren Berry
Traffic Manager
The Heil Co.
Hillside, N. J.

... We use air extensively and are very much interested in the information appearing in *Air Transportation*.

C. A. Nelson
Traffic Manager
Frederick & Nelson
Seattle, Wash.

I find the information contained in your magazine very useful.

E. B. Wood
Asst. Traffic Manager
American Metal Climax, Inc.
New York, N. Y.

... Enjoy reading your magazine.

Irene Stout
Traffic Manager
Display Corp.
Milwaukee, Wis.

We find your magazine very interesting. Why don't you add a little humor?

Robert D. Koster
Traffic Agent
The Richardson Co.
Ogden, Utah

I enjoy your magazine very much.

W. W. McKeon
Commercial Agent
Judson Sheldon International
Milwaukee, Wis.

Your magazine is found to be interesting and useful.

C. Scheffler
Purchasing Agent
Haytian Purchasing Corp.
New York, N. Y.

Your magazine has been helpful in keeping us abreast of events and news.

K. S. Wright
General Traffic Manager
The Carborundum Co.
Niagara Falls, N. Y.

I find your publication extremely informative.

F. H. Coogan
Traffic Manager
Graybar Electric Co., Inc.
New York, N. Y.

This is one of the few mediums through which I keep abreast of air freight developments.

B. J. Murtha
Assistant Manager
Bird's Eye Division
White Plains, N. Y.

AIR TRANSPORTATION

The World's First Air Cargo Magazine
Established October, 1942

BPA

Member of Business Publications Audit
of Circulation, Inc.

AIR TRANSPORTATION, published once each month, thoroughly covers the entire air cargo industry for the benefit of all those engaged in shipping and handling domestic and international air freight, air express, and air parcel post. Included in **AIR TRANSPORTATION**'s wide coverage are: air shipping, cargo plane development, rates, packaging, materials handling, documentation, air cargo terminal development, insurance, routing, interline procedures, new equipment, commercial airlines, military air transport service, air freight forwarding.

Subscription rate for United States and Territories, \$5.00 for one year, \$8.00 for two years, and \$11.00 for three years; foreign countries, \$6.00 for one year, \$10.00 for two years, and \$14.00 for three years. Individual copies (except November), 50 cents each; November issue, \$1.00 per copy.

John F. Budd
Editor and Publisher

Editorial *Advertising*

Richard Malkin William E. Budd
Executive Editor Ass't to the Publisher

M. R. Hubbard, Business Manager

Frank W. Budd, Circulation Manager

Viola Castang, Special Service Department

Siddon Masse Company

E. Central States Advertising Representative
11118 Clifton Blvd., Cleveland 2, Ohio
Phone: Lakewood 4-4200

Keith H. Evans & Associates

West Coast Advertising Representative
11123 Wilshire Blvd., Los Angeles 5, Calif.
Phone: DUNKirk 6-2981

J. B. Tratsart, Ltd.

United Kingdom Sales Representative
799, Harrow Road
Sudbury, Wembley
Middlesex, England

AIR TRANSPORTATION is published by Import Publications, Inc., Ten Bridge Street, New York 4, N. Y.; also publishers of *Custom House Guide*, *American Import & Export Bulletin*, and *Air Shippers' Manual*. Reprinting of any article or portion of an article appearing in this magazine without written permission is strictly forbidden. **AIR TRANSPORTATION** is available on microfilm. For information contact publications office.

EXECUTIVE OFFICES

10 BRIDGE ST., NEW YORK 4, N. Y.
Phone: WHitehall 4-2896
Cable: CUSTOGUIDE

LONDON EDITORIAL OFFICE
c/o FREIGHT NEWS
16 West Central St.
LONDON W. C. 1, ENGLAND
Phone: Temple Bar 9551

Copyright, 1959, Import Publications, Inc.

Vol. 34, No. 6

June, 1959

CONTENTS

FEATURE ARTICLES

The AEI-Neptune Deal—What it Means to Shippers	18
Treasure Trove	20
By D. Sj. de Boer	
The Forwarder and Legislative Inequalities	23
By I. Richman	
The German Air Forwarding Scene	24
By Dieter Alheit	
The Swing to Swingtails	30

SPECIAL FEATURES

The Air Shipping Picture	22
How to Get the Most Out of Air Cargo	26-27

DIRECTORIES

CAB-Registered Air Freight Forwarders	42
IATA Air Cargo Agents	45

DEPARTMENTS

Air Commerce	6	Facts and Figures	52
Airports	37	Forwarders	36
Books	53	From the Readers	4
CAB	36	Ground Services	41
Club News	52	Interline	37
Come 'n' Get It	54	New Officers	41
Commercial Aircraft	40	Services	40
Congratulations	38		

ADVERTISERS

Aaxico Airlines	36	Irish Air Lines	41
Abbott Air Freight Co., Inc.	45	Japan Air Lines	21
Ace Air Freight Co., Inc.	48	Kuhne & Nagel	44
Ace Shipping Ltd.	44	KLM Royal Dutch Airlines	1st Cover
Acme Air Cargo, Inc.	43	Lamrecht & Co., Ltd.	44
Air Express Forwarding Service	48	Loretz & Company	46
Air Express International	28-29	Lufthansa German Airlines	4th Cover
Air France	8	V. T. Mancusi	49
Air Freight Forwarders Association	3rd Cover	Paul V. Maur	44
Airborne Coordinators	45	F. W. Neukirch A.G.	44
Airborne Freight Corp.	2nd Cover	Northwest Orient Airlines	14-15
Airfreight Service Corp.	48	H. G. Ollendorff, Inc.	50
Air-Sea Forwarders, Inc.	46	Pan American Grace Airways	32
Airport Package Service, Inc.	40	Pan American World Airways	3
Alitalia	10	Pan Maritime Cargo Service, Inc.	42
American Forwarding Co.	48	Parker & Co.	38
ASA International Airlines	31	Qantas Empire Airways	12
ASI	44	RANSA Airlines	36
Barnett International Forwarders, Inc.	43	Riddle Airlines	9
Behring Shipping Company	47	Rivertech Transportation & Storage Co., Inc.	50
Peter A. Bernacki, Inc.	48	Robinson Air Freight Corp.	50
Bollinger Transport	44	Ruys & Co.	44
British Overseas Airways Corp.	7	Scandinavian Airlines System	37
Collins Engineering Corp.	35	Seaboard & Western Airlines	33
Custom House Guide	25	Seaway Forwarding Co.	45
Dachser Spedition	44	J. D. Smith, Inter-Ocean, Inc.	43
Danzas & Co., Ltd.	44	John A. Steer Co.	51
Delta Air Lines	34	Swissair	17
Frank P. Dow Co., Inc.	43	TACA International Airlines	35
Emery Air Freight Corp.	11	TSA Transcontinental	39
European Freight Forwarders	44	Trans Caribbean Airways	40
Express Forwarding & Storage Co., Inc.	48	Trans World Airlines	13
Flete International Corp.	48	Union Transport-Betriebe	44
Flying Cargo, Inc.	49	United States Forwarding Corporation	50
Globe Shipping Co., Inc.	48	Van Oppen & Co., N. V.	44
Hensel, Bruckmann & Lorbacher, Inc.	43	Wedemann & Godknecht	51
Inland Forwarding, Inc.	45	Gebrueder Weiss	44
Intra-Mar Shipping Corp.	49	WTC Air Freight	46
		World Transport Agency Ltd.	44



VOL. 34

JUNE 1959

No. 6

Kerner is Succeeded by Mercer as CBFAA Head

Martin A. Kerner, president of Heemsoth-Kerner Corp., who for 12 years headed the Customs Brokers & Forwarders Association of America, Inc., has been succeeded in his office by Walter J. Mercer, president of Hudson Shipping Co., Inc.

Anthony V. Biegen, of Caldwell & Co., Inc., and Samuel Shapiro, of Samuel Shapiro & Co., Inc., were reelected to the respective offices of vice president-foreign freight forwarding and vice president-customer brokerage.

Three new vice presidents were elected to provide administrative representation in the CBFAA for the Pacific, Gulf, and Great Lakes-Canadian Border areas. They

(Concluded on Page 16)

LAV Freight Services Resume as Strike Ends

G. E. Goff, traffic manager of LAV, reported that the Venezuelan airline's traffic and cargo departments at its New York and Miami stations have returned to normal operational levels. LAV had been hit by a strike which lasted three weeks. Shippers are advised that immediate attention will be given to their consignments.

BOAC Cargo Official Pays Tribute to Cargo Agents

W. O. Greenway, United States cargo sales officer of British Overseas Airways, revealed that fully BOAC's export revenues earned in this country come through cargo sales agents approved by the International Air Transport Association. He pointed out that gross agency sales have shown an annual 20% improvement over the previous year. In his statement to *Air Transportation*, the British airline's cargo official said:

"BOAC depends upon its IATA cargo agency sales force, many of whom hold CAB certificates as air cargo consolidators, for the handling of 75% of its gross dollar cargo revenues. United States domestic airline originated cargoes amount to almost 10%, and the balance represents business handled directly by the carrier. (Concluded on Page 16)



Greenway
Sees more gains

All-Cargo Flights—More and More of Them

One important sign of these fast-moving times is the added emphasis on all-cargo service to volume shippers. Since the last issue, the following has happened:

► Japan Air Lines inaugurated a weekly freighter flight between Tokyo and San Francisco. DC-4 leaves Tokyo every Thursday at 8 p.m., and departs San Francisco every Saturday at 5 p.m.

► Northwest Orient Airlines opened two DC-6A all-cargo flights between Seattle-Tacoma and Tokyo. Previously it operated a single DC-4 freighter flight per week on this route. New schedule has a DC-6A leave Seattle-Tacoma every Tuesday and Friday.

Domestically, Spokane has been given its first all-cargo service on NWA's transcontinental route. Westbound service leaves New York at 12:30 a.m., dropping in at Detroit and Milwaukee, connecting at the Twin

(Concluded on Page 16)

Cooperative Europair Is Nearer a Reality

It is reported from abroad that four international airlines, each one with a transatlantic operation, have decided to form a pool known as Europair. The co-operating airlines are Air France, Alitalia, Lufthansa, and Sabena. KLM pulled out of the combine several weeks ago.

At the time of the KLM pull-out in late April, the presidents of the five carriers issued the following statement:

"The presidents of Air France Alitalia, Deutsche Lufthansa, KLM and Sabena convened . . . in the Hague, Holland, under the chairmanship of Dr. F. Q. den Hollander, chairman of the board, KLM Royal Dutch Airlines. As was the case in previous meetings, the main point of discussion was again the share of each airline in the total capacity of the future combination. The companies involved regret that they have to conclude that KLM at the moment is not able to make a decision on this important point. The other companies are of the opinion that this problem should be given priority over anything else."

"KLM Royal Dutch Airlines, however, does not agree with this priority and wants to study the other problems connected with this international cooperation. Air France Alitalia, Deutsche Lufthansa, and Sabena wish to express their thanks for the co-operation of KLM in the development of the temporary plans and will continue to try to come to a mutual agreement." (Concluded on Page 16)

Thomas D. Griffin Is Elected AFFA President

Thomas D. Griffin, vice president of Acme Air Cargo, Inc., has been elected president of the Air Freight Forwarders Association. He succeeds Morton Brautman, president of Pan-Maritime Cargo Service, Inc., who served for the past year as AFFA head.



Brautman



Griffin

Moving into the office of vice president—a newly created position—is Edward J. Raphael. Raphael, who is president of Flete International Corp., vacated the post of secretary. It is now occupied by Sidney Kreps, vice president of American Shippers, Inc.

Both Louis P. Haffer and Irving W. Goodson were re-elected executive vice

(Concluded on Page 16)

Lipscomb Sees 20% Rise In Transatlantic Tonnage

Lower rates on seven commodities in North Atlantic traffic, which went into effect May 1, should bring a 20% increase in air cargo tonnage on this route, Willis G. Lipscomb feels (March 17, Page 6). Pan Am's vice president-traffic and sales said that he hoped these new rates, acknowledged to be experimental, will pave the way for a "general program of cargo-rate reductions for transatlantic shipments."

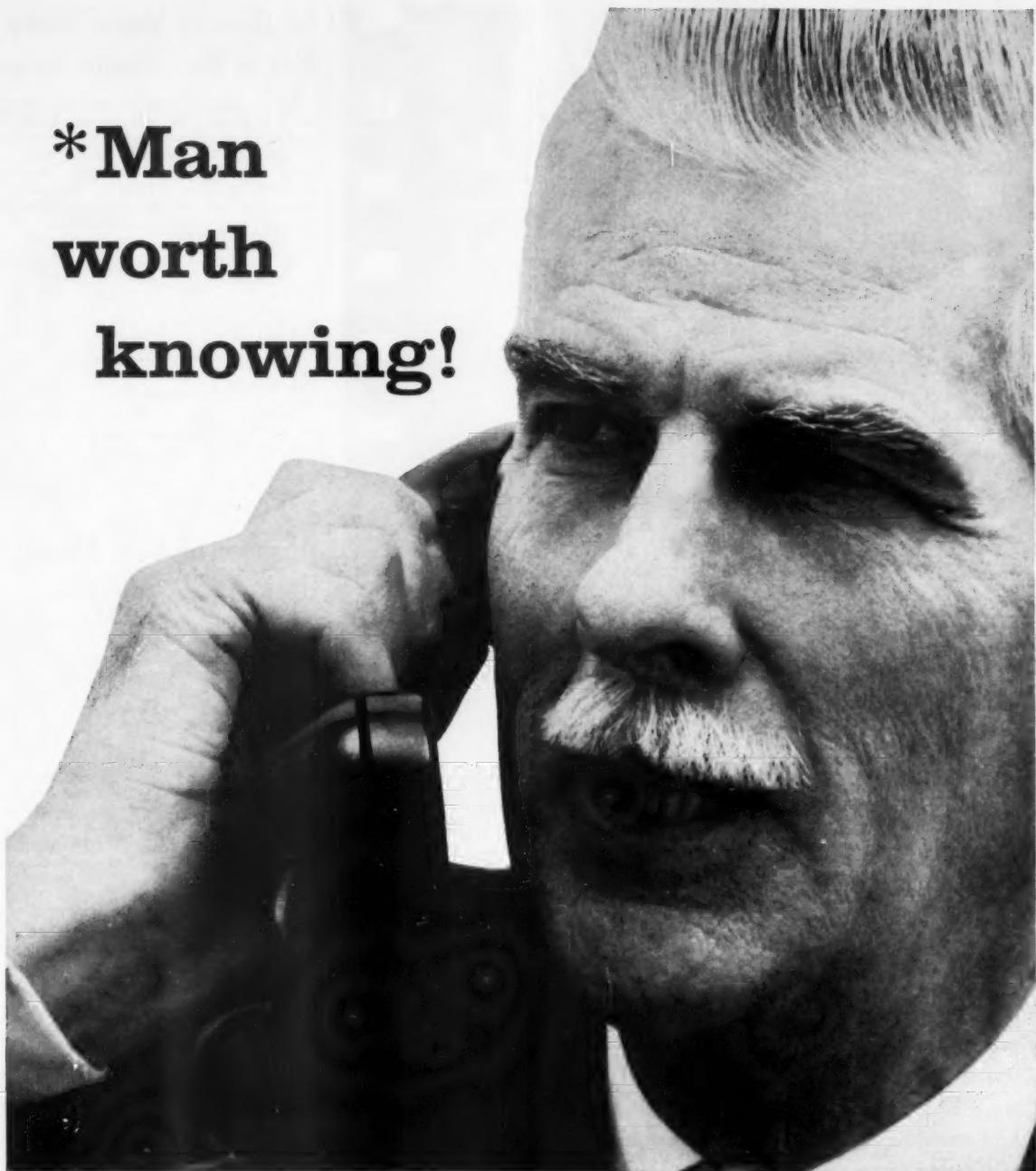
Commodities affected are automobiles and parts, agricultural machinery, chemicals, drugs, pharmaceuticals, dyes and resins, electronic control panels, electrical or mechanical razors, lighting fixtures, lace, and adding and computing machines.

At the same time when the several commodity rates were lowered, a 5% increase in general cargo rates was instituted.



Lipscomb
Optimistic

***Man
worth
knowing!**



***Your freight forwarder... our cargo agent**

We choose **HIM**... because he's the *expert* on air freight. He takes care of *everything* for you simply and swiftly from long experience.

He helps **YOU**... by putting all his knowledge at your disposal. He can arrange packing and pick-up

service; secure and prepare all necessary export documents; insure, bank; issue BOAC Air Waybills; and provide service tailored to your individual requirements. You'll agree he's a man worth knowing. We fully recommend his services.



B-O-A-C

**BRITISH OVERSEAS AIRWAYS CORPORATION
THE MOST EXPERIENCED JET AIRLINE
IN THE WORLD**

Flights from New York, Boston, Chicago, Detroit, San Francisco, Montreal. Offices also in Atlanta, Dallas, Los Angeles, Miami, Philadelphia, Pittsburgh, Washington, Toronto, Vancouver, Winnipeg.



KIM NOVAK IN A SCENE FROM "MIDDLE OF THE NIGHT", COLUMBIA'S NEW PICTURE CO-STARRING FREDRIC MARCH.

Fast Flights Right "Middle of the Night" Plight

When "Middle of the Night" was chosen United States entry in the Cannes film festival, Columbia Pictures was confronted with an almost impossible deadline. With the picture still in the work-print stage, two long, difficult jobs now faced the producers. One: translating the dialogue into French. Two: synchronizing the French sub-titles to the action.

Columbia turned to Air France for help. Overnight, Air France delivered the script to Paris, where translation was started. Then, as soon as the filming was completed, Air France rushed the final reels to Paris in time to finish superimposing the French sub-titles. Thanks to swift, efficient Air France cargo service, the festival deadline was met.

You, too, can count on Air France to give your cargo special speed, and special handling. Air France delivers more cargo to more cities in more countries than any other airline.

AIR-FRANCE
WORLD'S LARGEST AIRLINE

1st Quarter Shows Steep Rise in No. Atlantic Cargo

North Atlantic freight volume during the first quarter of 1959 increased 30.3% over the similar quarter of 1958, according to statistics just released by the International Air Transport Association. A total of 6,630,778 kilos (14,618,117 pounds) of shipments was hauled both ways during January-March. An analysis shows:

	Eastbound	
	Scheduled Flights	Kilos Flown
January	944	1,085,595
February	847	982,671
March	959	1,176,200
Total	2,730	3,244,466

	Westbound	
	Scheduled Flights	Kilos Flown
January	975	1,018,937
February	852	1,093,708
March	958	1,273,667
Total	2,785	3,386,312

	Both Directions	
	Scheduled Flights	Kilos Flown
January	1,919	2,104,532
February	1,699	2,076,379
March	1,917	2,449,867
Total	5,535	6,630,778

Absence of Slick Shows Up in 1958 Statistics

For the first time since scheduled air freight was introduced by the United States airlines, the year's revenue air freight ton-mile total showed a decline from that of the year before. This was a direct result of the cessation of common carriage operations by a major all-cargo carrier, Slick Airways (March 1958 *AT*; *Page 28*).

The scheduled airlines, which in 1957 registered a total of 507,665,000 revenue freight ton-miles, slipped last year to the lower 501,591,000 ton-mile level.

Express fared better in 1958, rising from 46,065,000 ton-miles in the previous year to 48,837,000 ton-miles.

Air Cargo Symposium Hears Experts' Views

The present and future of air cargo were examined at a symposium recently held in New York under the cosponsorship of the Society of Packaging & Handling Engineers and *Shipping Management*. Participating in the one-day forum were representatives of airlines, air freight forwarding firms, aircraft manufacturers, and the military.

One of the highlights of the meeting was an announcement by Brig. Gen. Frederick H. Miller, Deputy Director of Supply and Services, Office of the Deputy Chief of Staff, Air Force Materiel, that the USAF has decided to purchase a number of jet freighters.

Other speakers included John R. Pogue, manager of cargo sales, Delta Air Lines; S. E. Russ, director of cargo sales, TWA; Samuel C. Dunlap, vice president-cargo, American Airlines; Thomas R. Nolan, cargo sales manager, Northwest Orient Airlines; Charles L. Hood, vice president-traffic and sales, Riddle Airlines; Morton Brautman, president, Pan-Maritime Cargo Service, Inc.; John C. Emery, Jr., vice president-sales, Emery Air Freight Corp.; and Clarence Wild, domestic sales manager, Boeing Airplane Co.

"Thanks, Mr. Freight Forwarder!"



Thank you Mr. Freight Forwarder for helping Riddle Airlines become the nation's largest north-south carrier of forwarder business.

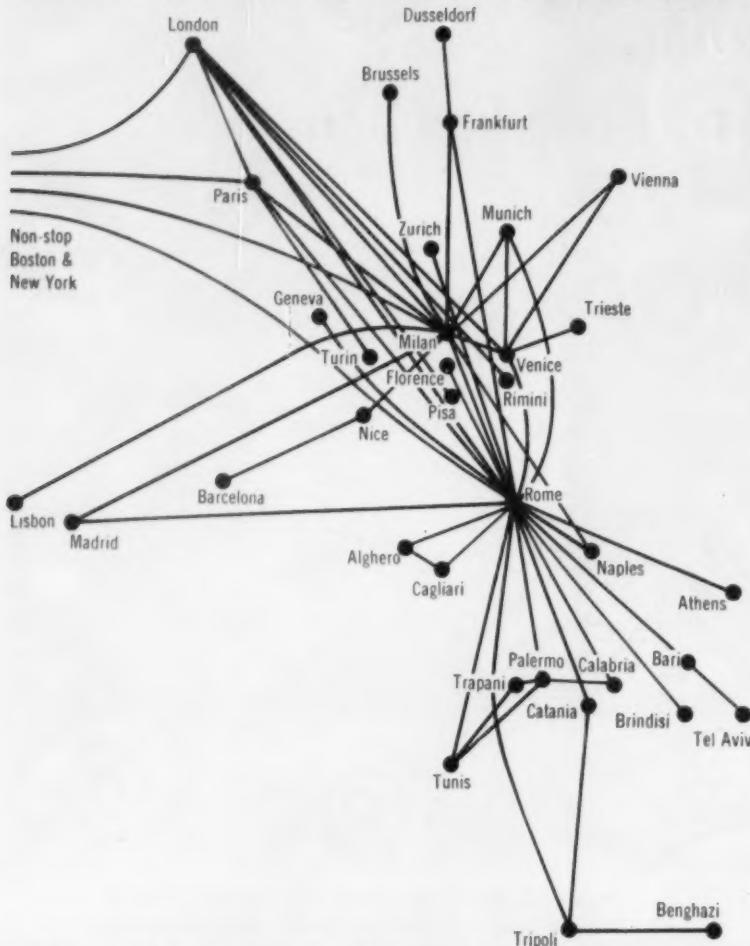
In the years to come, you may be sure Riddle Airlines will continue to justify your confidence and cooperation. No effort will be spared to provide the swift, dependable service you have a right to demand on behalf of your shippers.

**Nation's Largest North-South
Carrier of Forwarder Business!**



Executive Offices, International Airport, Miami, Florida, Phone TU 7-2651 • NEW YORK, 511 Fifth Ave., Phone OXFORD 7-5360
U.S. Scheduled Air Cargo Route 109 and 120 WORLD-WIDE INTERLINE CONNECTIONS

NOW NON-STOP SERVICE



TO PARIS, MILAN, ROME AND LONDON!

Starting May 30, Alitalia adds frequent non-stop London flights* to its extensive European routes. Now four main Alitalia arteries provide you with one-carrier Air Cargo service between New York, Boston, and European, African, Middle and Far East cities. This is only a segment of Alitalia's extensive network.

*subject to Government approval

ALITALIA AIRLINES



For flight schedules and maps showing all cities served by Alitalia flights, contact your Freight Forwarder or local Alitalia office. Or write Alitalia Airfreight, 666 Fifth Avenue, New York, New York.

"Forwarders Did It Again" SAS Cargo Head Declares

Stating that "the freight forwarding industry did it again," Anker Palvig, United States cargo manager for Scandinavian Airlines System, credited it with having boosted the international carrier's North Atlantic revenue for the first half of this year by 33% as compared with the same period of 1958. Palvig said that "the efforts and loyalty exercised by the freight forwarders are indeed gratifying, and we in SAS wish to express



Palvig
More revenue

our sincere thanks."

Paetow Calk Forwarders, Airlines "Twin Brothers"

Joerg W. Paetow, United States cargo manager for Lufthansa German Airlines, in a statement of support of the air freight forwarding industry, cited the latter as a close "relative" of the air carriers.

Referring to last year's special Air Freight Forwarding Issue of *Air Transportation*, Lufthansa's cargo head said:

"Since that time the forwarding issue has made great strides through its further penetration of the air cargo market and the consolidation of its position through recent decisions of the Civil Aeronautics Board. The forwarding industry and the airlines have in fact become 'twin brothers of air transportation,' a development which Lufthansa, as the national carrier of a country whose forwarders expertly handle the overwhelming part of air shipments, wholeheartedly acclaims and supports."



Paetow
Backs forwarders

Qantas Hauls Complete TV Station to Australia

In what the shipper frankly called "an air freight experiment," Qantas Empire Airways flew a complete television station from England to Australia. The transmitter was built at Cambridge by Pye Limited and consigned to Southern Television Limited, of Adelaide. Pye is also shipping other TV gear, including cameras, telecine and ancillary equipment. A Pye executive stated:

"As an experiment in air freightage, Pye are flying out this TV station instead of sending it by sea. Air freight charges are usually regarded as much too expensive for the export of such equipment. With the introduction of new low-cost, high-speed freight planes, however, charges are expected to fall. Pye Limited have decided to cooperate in an event which will

(Concluded on Page 12)



Mr. Spivak speaking to Mr. Mikoyan

Mr. Mikoyan meets the press

Makes news

in New York

...beats a

deadline

in London

On Sunday, January 18, Anastas I. Mikoyan, Soviet diplomat, was a guest on National Broadcasting Company's popular "Meet the Press" TV program in New York 6:00-7:00 P.M. A film version was made for British Broadcasting Co. which planned to show it over the British network two days later.

Right after the New York telecast, with the cooperation of NBC International, the film was rushed to Idlewild by Emery and shipped out on BOAC's new Comet jet at 9:00 P.M. that evening. Emery met the shipment at London Airport and, just nine hours after

the film left New York, delivered it to BBC in London for televising on Monday, a day ahead of scheduled showing.

Only Emery gives you pickup 24 hours a day...first flight out departures...and seeing your shipment through all the way. Emery's coordinated air and ground handling operations make the most out of jet air speed...at competitive prices too. This is why NBC also makes hundreds of domestic shipments every month via Emery.

Find out how Emery can help you. Call or write us. We have offices in all major cities.



EMERY AIR FREIGHT CORPORATION

General Offices: 801 Second Avenue, New York 17 • Domestic and International Service



Why ship cargo from San Francisco to London on the Australian airline?

Of course you'd choose Qantas for shipments to Sydney. After all, it's as Australian as koalas and kangaroos.

But London...? Somehow the idea just doesn't make sense—until you consider this:

Of all airlines, Qantas is the one that flies both east and west around the world, straight across the United States. Which means you ship direct...with no transfers, no costly delays. And everywhere your cargo goes, a curiously Australian sense of duty goes right along.

Next time, ship Qantas. (And for the time of your life, why not ship *yourself*, too!)



QANTAS

Australia's round-the-world luxury line

Fast, frequent cargo flights all around the world... in either direction, east or west. And soon Qantas will speed your shipments even faster in mighty 707 jets! For high-speed service, just call the Qantas office in New York, San Francisco, Los Angeles, Honolulu or Vancouver. Or contact BOAC, general sales agents for Qantas, in New York, Chicago, Washington, Boston, Detroit, Miami, Dallas, Philadelphia, Winnipeg, Montreal, Toronto.

QANTAS

(Continued from Page 10)

test the possibilities of air freight over the world's longest route.

"Among the advantages which air travel has over sea carriage of capital equipment is the reduction from a month or more to a matter of a few days in the time the equipment is in transit. On goods having a high value this means that—at normal bank rates—the loss of some thousands of pounds in 'idle time' can be cut to insignificant proportions. Insurance coverage is similarly affected. Pye hope that this experiment will benefit other major exporters and provide a further incentive to the air freight companies."

Actually the transport of an entire TV station by air is not new. This has been accomplished over long distances in the past, with economics being the ruling factor in selecting air or surface movement.

U.S.-Latin American Air Cargo Discussed by PAA

Cargo personnel from Pan American World Airways' Latin American Division and key cities throughout the United States recently convened in Miami to work out new procedures aimed at streamlining the shipment of trade between the Americas.

Principal speaker was Mario Martinez, Latin American Division traffic and sales manager. Pacing the discussions were Carl Anderaon, division cargo traffic manager; Felipe Rodriguez, division cargo sales superintendent; George Nolan, Miami International Airport cargo manager; and L. P. Cornwall, United States cargo sales manager.

Also participating in the discussions were Alfonso Lopez, cargo superintendent, Havana; Gaston Vischers, airport cargo manager, Maiquetia; Arthur Sumner, airport cargo manager, Panama; Tom Barber, airport cargo manager, San Juan; Wolfgang Kluge, district cargo sales superintendent, Caracas; Emilio Fernandez, district cargo sales superintendent, Havana; Alfredo Morales, cargo sales representative, San Salvador; Aurelio Malo, cargo sales representative, Panama; Angel Kerkado, cargo sales representative, San Juan; and Mario Lacape, cargo sales representative, Guatemala.

Air Companies Taken Over By Cuban Govt.

The Cuban Government, acting on a resolution adopted by President Manuel Urrutia Lleo and his Cabinet, has taken over a number of air companies, including Cubana, Aerovias Q, Cuba Aeropostal, and Expresso Aereo Interamericano. It is charged that the appropriated companies were operated by Batista officials or collaborators. It is understood that the government will run these companies under a law aimed at recovering property obtained with public funds by officials and collaborators of former President Batista, now in exile in the Dominican Republic.

SHIP **TWA** BETWEEN MAJOR CITIES COAST TO COAST



TWA WORLD'S FASTEST AND LARGEST JETLINER **BOEING 707**

The magnificent **TWA BOEING 707** is the fastest airliner in the world...designed to bring you the wonders of jet air freight service. And at no increase in rates!

Your consignment travels half a mile every three seconds coast to coast. You can ship bigger, heavier orders. Send more to more customers on a single Jet flight. And the **TWA BOEING 707's** advanced new electronic system insures proper climatic conditions for shipments of live animals and perishables. Call your Freight Forwarder or nearest TWA Air Freight office today.



REMEMBER!

For the fastest, easiest way to handle shipping details, call your Freight Forwarder.

SHIP THE FASTEST WAY...SHIP

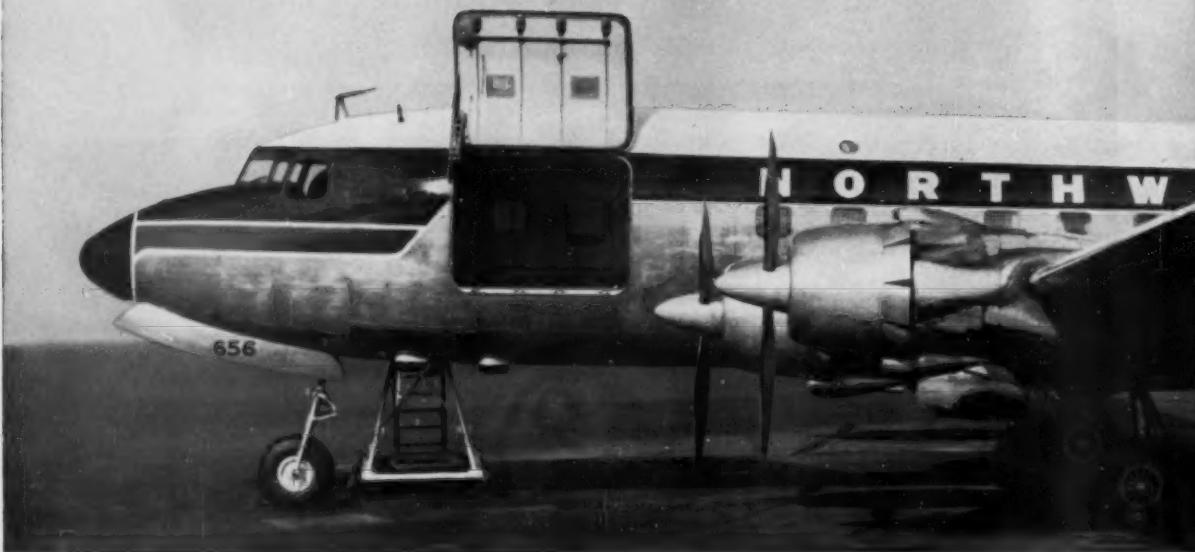
TWA

TRANS WORLD AIRLINES

ATTENTION:

Shippers of large size cargo. Northwest offers two transpacific DC-6B freighters per wk.

NOTICE the big
67" x 90 $\frac{3}{4}$ " cargo
door! 



**NOW 9 ORIENT
CARGO
SERVICES WEEKLY**



Another all-freight flight added as Northwest again expands its transpacific cargo service. Now, you get nine regular freight services to the Orient every week — *including 2 all-freight flights*. This means you can schedule more and bigger loads for fastest delivery anywhere in the Orient. Northwest's Great Circle route saves up to 2,161 miles across the Pacific. And this expanded freight service is also in effect from the Orient to the U.S. It's the shortest, fastest Orient route. The only 1-airline, *direct* cargo service between the Orient and major cities coast-to-coast.

NORTHWEST *Orient* AIRLINES

1885 UNIVERSITY AVE., ST. PAUL 1, MINN. • NORTHWEST FREIGHT SERVICE TO PRINCIPAL U.S. CITIES

JUNE 1959—PAGE 15

AFFA

(Continued from Page 6)

president and treasurer, respectively. Haffer serves as the forward organization's counsel with offices in Washington, D. C. Goodson is president of Flying Cargo, Inc.



Raphael



Haffer



Goodson



Kreps

In addition to AFFA's five officers, the following executives were named to serve on the board of directors: Brautman, Alvin B. Beck, executive vice president, Air Express International Corp.; Robert Seitel, president of Allied Air Freight, Inc.; Norman Barnett, vice president, Barnett International Forwarders, Inc.; John D. McPherson, president, Airborne Freight Corp.; John C. Emery, president, Emery Air Freight Corp.; Peter A. Bernacki, president, Peter A. Bernacki, Inc.; and Walter Schaaf, president, Hensel, Bruckmann & Lorbacher, Inc.

The Air Freight Forwarders Association now begins its twelfth year.



McPherson



Emery



Seitel



Beck

BOAC

(Continued from Page 6)

"Since 1948, BOAC has gradually established a strong network of reliable and knowledgeable cargo sales agents within the United States, who issue BOAC airwaybills, perform pick-up service and arrange movement to the international gateway. For many years the gross agency sales totals have regularly increased by over 20% when compared with the previous year. It is expected that the recently introduced new developmental cargo rates applicable between the United States and most European cities will encourage a much faster annual growth pattern in the qualifying commodities over the next few years; additional commodity rates will be introduced as a direct result of current experiences and the need to broaden the base of existing air traffic so as to secure a greater volume of cargo to fill the holds of the jet transports now being delivered."

EUROPAIR

(Continued from Page 6)

In New York, Dirk J. Koeleman, the Dutch airline's vice president and general manager-U. S. A., stated that his company believed it "of utmost importance" to study carefully a number of problems before discussing the respective shares in the total capacity of Euroair. He listed these problems as: "content and form of the cooperative exploitation of the European network, including the rules concerning cabotage; the accounting of costs and revenue; air policy; definition of authority; and rules and regulations for the interim period."

Exactly how Euroair will operate is not known at this time. Preliminary information indicates that it may start from the technical end, probably involving a servicing and refuelling pool. It is conceded that the four European airlines, which represent France, Italy, West Germany, and Belgium, have numerous details still to smooth out.

As international carriers of air freight, Air France was last ranked fourth in the



Above
Barnett



Above, right
Schaaf



Right
Bernacki

world in ton-miles flown, Sabena eleventh, Lufthansa fifteenth, and Alitalia twenty-second. Together, these four Euroair partners may form a potent cargo-carrying force, approximately matching the ton-mile record of BOAC, last in third place, and coming considerably closer to KLM, second-ranking international cargo carrier.

ALL-CARGO FLIGHTS

(Continued from Page 6)

Cities with cargo aircraft to Spokane and Portland. Arrival at Seattle-Tacoma is at 5:55 p.m. Eastbound, departs from Seattle-Tacoma are in the early evening, serving Portland, Spokane, Minneapolis-St. Paul, connecting to Milwaukee, Detroit, and New York.

► Seaboard & Western Airlines upped its transatlantic freight and mail flights to two a day, Monday through Saturday. Only a single flight will be made on Sundays. Departures from New York are at 3:30 a.m. and 3 p.m. Inbound flights are scheduled to land at 6:45 a.m. and 12:25 p.m. Arthur V. Norden, executive vice president, pointed out that the 26 flights per week offer shippers a weekly transatlantic lift of some 390 tons in each direction.

► Trans Caribbean Airways increased its two-way all-cargo runs between New York and San Juan to twice weekly. James H. McGuiness, U. S. cargo sales manager, said that this service will be "stepped up to five flights weekly both ways as further demand requires".

► Panagra established a new schedule, eliminating the overnight Lima stop, thereby speeding up its weekly DC-4 cargo flight by half a day. The flight originates in Miami Sunday noon, arriving in Cochabamba, Bolivia Tuesday evening. La Paz has become a scheduled stop instead of a flagstop.

► Flying Tiger Line inaugurated the first nonstop all-cargo flight from San Francisco to New York. This is in addition to new direct overnight freighter service into San Francisco from New York and Chicago, replacing service formerly routed via Los Angeles. *Super H Constellation* equipment is flown.

CBFAA

(Continued from Page 6)

are: Alfred H. Marzolf, of the Customhouse Brokers Association of Seattle; Joseph W. Allen, of the Forwarding Agents & Foreign Freight Brokers Association of New Orleans; and K. George Baur, of the Chicago Freight Forwarders & Customs Brokers Association.

Two other reelections involved William I. Freedman, of Freedman & Slater, Inc., as secretary; and Gilbert M. Colombo, of Behring Shipping Co., Inc., as treasurer. John F. Budd remains as executive secretary.

The retiring president now heads the board of directors as chairman. Other members of the board are: Herman S. Dorf, of Dorf International, Ltd.; Charles Happel, of Charles Happel, Inc.; Frank A. Hult, of J. E. Bernard & Co., Inc.; William R. Keating, of W. R. Keating & Co., Inc.; and August J. Pascale, of Universal Transcontinental Corp.



SWISSAIR

cargo flights every day and
all-cargo flights twice
every week to anywhere
in Europe and beyond!

CALL YOUR FREIGHT FORWARDER OR SWISSAIR • OFFICES IN NEW YORK • CHICAGO • SAN FRANCISCO
LOS ANGELES • CLEVELAND • PHILADELPHIA • ATLANTA • DALLAS • WASHINGTON • TORONTO



The AEI-Neptune Deal . . .

TAKE Jim Jones, for example. He works for a major industrial machine manufacturer. Recently he was elevated to the position of manager of European operations, with headquarters in Paris. This meant removal of his entire household to France—lock, stock, and barrel. When his firm decided to transport the Jones family and its six rooms of household effects by air, Jim found himself being congratulated by several of his cronies for being so lucky as to work for such a liberal firm.

Truth is, Jim Jones' firm's liberality was quite incidental to its adherence

to the inexorable dictates of economics. If it made things more comfortable for the new European and his family by having all their worldly belongings airlifted several thousand miles across the Atlantic, why, that was fine. But what his company, who paid the bill, actually pinpointed its attention on was the hard cash it saved through shipping by air.

Which brings us to the announcement of a brand new agreement just reached by Air Express International and Neptune Worldwide Moving—and what purports for the Joneses and their companies everywhere.

While it is true that complete households have been crossing continents and oceans by air for the past several years, this is the first time that an indirect air carrier and a van carrier have entered into a working pact whereby each acts as an agency of the other. This fact is further heightened by its worldwide complexion.

The result of negotiations between John E. Muhlfeld, vice president-sales of AEI, and Henry Kirschenbaum, vice president of Neptune, the co-agency arrangement was activated by a 25-unit air shipment of the entire household of a Creole Petroleum Company executive, from New York International Airport to Caracas. The household goods, packed in lightweight, waterproof Air Van Pak containers developed by Neptune, were trucked to the airport by that company. The air portion, from export documentation through the various stages to ultimate clearance at destination, was handled by AEI. Flown to the Venezuelan capital by Pan American World Airways, the big shipment was transferred at Maiquetia Airport to Neptune, and final delivery to the oil executive's new home in Caracas was completed.

What does the AEI-Neptune deal mean? Obviously a working agreement between what are represented as "the world's largest indirect air carrier and the largest independent Class-A van carrier" points towards sizable potentialities. With AEI and Neptune offices and agencies dotting the world map, they are offering to provide an inside-the-home-to-inside-the-home service from any part of the United States to



PART OF 25 Air Van Pak containers, filled with an entire household, flown from New York International Airport to Caracas, Venezuela by Pan American World Airways. This was the kick-off shipment, the result of world-wide agreement between AEI and Neptune.



FEWER HANDLINGS and direct air shipment not only add up to far swifter transport, but actually put money into the pocket of the shipper. By all-surface, a shipment of household furnishings from a home in the Washington, D. C. area to, say, a home located in an inland city in Western Germany, will take three to four weeks; by air, three to four days. The all-surface shipment, once packed at home for preliminary movement, must be trucked

to New York; crated for export sea shipment; trucked to the pier (there's always the possibility of warehousing); loaded aboard the vessel; the voyage across the Atlantic; unloading at destination port; customs clearance; trucked to home. Air transportation eliminates most of the procedures between origin and destination—and in so doing, lops off shipping costs with a vengeance. Lighter packing weight has the effect of reducing transportation charge.

... What It Means to Shippers

any part of the world served by all-cargo aircraft. And vice versa.

A significant joint sales pitch follows the line that regardless of whether the air freight forwarding firm or the van carrier originates a shipment, there will be one-carrier responsibility. Claims will be handled by the originating carrier.

The rate, it was pointed out, includes export packing into the special Air Van Pak, van transportation to the airport, air transportation, export clearance, brokerage and forwarding fees, in-transit report, departure and arrival notifications, and ultimate delivery within the metropolitan area of the destination airport. As a matter of fact, the rate includes everything but the preliminary packing for the initial van haul, customs clearance



Muhlfeld
AEI



Kirschenbaum
Neptune

(and duties, if any), and consular requirements (which vary from country to country). Upon arrival, the consignee is notified by telephone (or letter, if he cannot be reached direct), and arrangements made for clearance, delivery, unpacking, and positioning of furniture according to the desires of the receiver.

"This is a total service," Muhlfeld said. "AEI has in the past handled tons of household goods, and we have considerable experience along these lines. But our agreement with Neptune may be described as an extension and a refinement of the idea. We are offering to the shipper a combination of surface and air economies."

It took six months and many conferences between Muhlfeld and Kirschenbaum to develop the AEI-Neptune operation. At the AEI end, Arthur D. Appleby, Jr., director of sales development, has taken it over as his par-



Scene at AEI conference in Amsterdam, Holland. Top executives are seated at far-end table. Left to right: Stanley D. Ver Nooy, vice president-traffic; Col. Frank L. Holmes, director of military relations; Alvin B. Beck, executive vice president; Chester M. Mayer, president and chairman of the board; Marten E. A. L. de Jong, manager for Europe; Hans Weichman, export manager, Surface Freight Corporation, an AEI subsidiary firm.

ticular baby. He is quick to point out that Neptune also is an important carrier of electronic equipment, in which field AEI has considerable experience as well, and that the joint operation is expected to swell their surface-air volume.

He asserted that customs clearance can be effected at destination airport or residence. All-risk insurance covers the full residence-to-residence movement.

There have been, and continue to be, joint meetings of AEI and Neptune operations and sales personnel to eliminate possible bugs and to coordinate their efforts. Out of these sessions a standard procedures manual has been developed.

The effects of these training and brain-picking meetings have spilled over into the two cooperating companies' respective offices and agencies abroad. One signal example of this was at AEI's recent conference in Amsterdam, Holland, of its key executives in Europe. The new operation was announced there, exhaustively discussed from the various national points of view (a *must* in any successful international operation), and the go-ahead sign given.

Chester M. Mayer, AEI president and chairman of the board, opened the parley which lasted for four days. On the first day it was turned over to Alvin B. Beck, executive vice president, who kept the ball rolling throughout. Also from this side of the Atlantic were Stanley D. Ver Nooy, vice president—traffic; Col. Frank L. Holmes, director of military relations; and Hans Weichman, export manager of Surface

Freight Corporation, an AEI subsidiary. Marten E. A. L. de Jong, internationally known air transportation executive who is headquartered in the Netherlands, is AEI's manager for Europe.

The presence of Col. Holmes pointed up the fact that there is a highly attractive flow of shipments from military personnel. Muhlfeld stressed that AEI did not favor one air carrier over another.

"However," he said, "military service tenders, by law, must first be offered to United States carriers. If they cannot handle the shipments within a reasonable time, then we are at liberty to turn the traffic over to foreign carriers."

Pride of Neptune's fleet are its so-called Giant Condor all-aluminum trailer units. Engineered to Neptune's specifications by Aerobilt Bodies, Inc., a division of Grumman Aircraft, the Giant Condor incorporates a number of exclusive improvements in all-weather protection and prevention of road-shock damage.

A few months ago, Neptune's Air Van Pak underwent a variety of tests at Washington National Airport. There the wood-and-fiber container, filled with furniture, demonstrated its waterproof properties by successfully withstanding a 45-minute water-bath test which simulated rain conditions. Its contents remained secure and dry. In spite of its light weight, the Air Van Pak is rugged. Neptune proved its strength by setting a 4,500-pound loaded metal Conex container atop the considerably lighter container. Again, not the slight-

(Continued on Page 31)

How will the airlines get the big cargo volume they are seeking?
One of international air transportation's most important
cargo executives offers some blunt words on this topic.

TREASURE TROVE

LET'S be frank. Air cargo has been the stepchild in aviation circles.

There exists no international forum where airline operators can exchange views and decide on developmental



de Boer

cargo techniques. There is no agency, such as the freight conference in sea shipping, to be found in international air transportation.

Admittedly there have been trials within the International Air Transportation Association;

however, up to now, no definite result. Thus far, the airline operators have paid widely varying attention to air cargo development—sometimes little, sometimes considerable, sometimes none at all—depending on each operator's individual overall company policy.

Although there are differences of opinion with respect to the extent of this development, practically everybody will agree that a huge potential lies untouched. Some go so far as to see a future in air transportation where the cargo business will catch up with passenger traffic.

What is the situation today? The industry in its development has been largely governed by technological progress. It seems as if the airline operators are not getting an opportunity for stabilization in their business. As in the past, considerable attention is being spent on the technical and operational side of the business. Compare the number of years required for airlines to depreciate the cost of their aircraft with the depreciation periods normal in the steamship business. At a glance one can trace the influence of technical de-

By D. Sj. de Boer

Vice President—Freight Marketing, Mail & Special Traffic
KLM Royal Dutch Airlines



"There are expensive ton-miles and cheap ton-miles."

velopment. Aerodynamics, more or less, dictate the shape of an airplane. Hull and power units once designed, there exists useable payload. In the past, this payload was primarily assigned to the passengers and their baggage. Whatever space was left could conceivably be used for mail and freight. Baggage had to be carried, and mail gave the operators such interesting revenue. The result was that, generally speaking, the airlines could not help but neglect the freight.

Nevertheless, there have been exceptions to this general trend. First of all, attempts were made by aircraft manufacturers to produce a special cargoplane which, through its specific design, differed from the present combination (passenger and cargo) transports, allowing a greater weight per shipment to be loaded into the air-

craft. Loading and unloading procedures would be facilitated. Moreover, these airfreighters suffered from no great penalties normal to combination planes (for example, pantries, berths, lavatories, etc.), permitting greater payload.

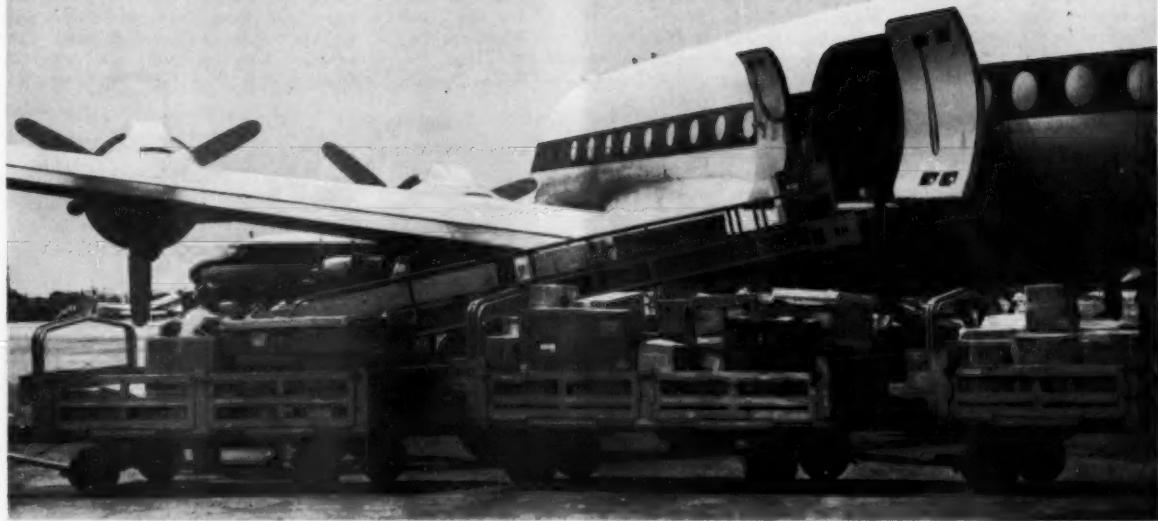
Secondly, there have been some airlines who, because of their firm belief in the future of air shipping, coupled with the important recognition that air cargo transportation demands professional skill which can be acquired only with years of experience, did sacrifice up to a justifiable level their interest in other categories of air traffic.

This is what KLM did.

It was found at KLM that as the combination aircraft grew in size with each new type, the payload available for cargo in the subsequent types grew

(Continued on Page 32)

NOW! WEEKLY ALL-CARGO FLIGHTS TO JAPAN



NEW GUARANTEED SPACE VIA JAL COURIER CARGO

Now Japan Air Lines brings you big-door, big-lift ALL-CARGO Courier service between the U.S. and Japan. Weekly departures from San Francisco at 5 p.m. every Saturday...from Tokyo at 8 p.m. every Thursday. Reserve space in advance and guarantee on-time delivery for even the biggest cargo (doors

will admit large crates through 95" x 67" opening!).

All-cargo flights are in addition to regular daily JAL Courier Cargo service across the Pacific. And, don't forget, now you can ship C.O.D. to Japan on JAL. Be sure, ship JAL Courier Cargo. Call your cargo agent or nearest Japan Air Lines office now.

Chicago: AN 3-1384 • Cleveland: CH 1-4331

Honolulu: 5-0955 • Los Angeles: MA 7-0405

New York: JU 6-7400

San Francisco: JU 3-3610 • Seattle: MA 4-8175

Washington, D.C.: ME 8-2315

JAPAN AIR LINES
U.S. TO JAPAN • OKINAWA • HONG KONG • BANGKOK • SINGAPORE

JAL
COURIER CARGO

THE AIR SHIPPING PICTURE



BIRTHDAY CAKE: This 170-pound cake, measuring 30" x 40" x 18" was flown by El Al, from New York to Tel Aviv. Consigned to the Home for Emotionally Disturbed Children in Israel, it was airlifted over the 5,700-mile distance "without so much as a crumb dislodged or a smudge on its decorative icing." Credit this to the smooth flight of El Al's Britannia propjet. Needless to add, what air cargo can do for a cake, it can do for other fragile commodities.



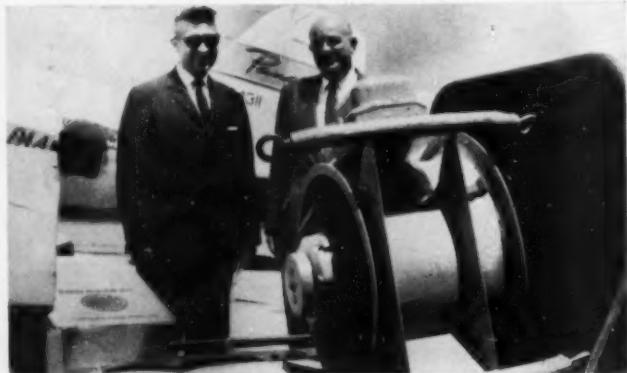
HOUSEHOLD GOODS: Swissair freighters has just landed at Geneva with 10th flight of household goods (8,450 kilos) from Detroit, consigned to a Chrysler International executive. Left to right: M. L. Sibulkin, Swissair's cargo sales promotion manager, New York; Dr. E. P. Jaeger, general manager of Swissair's Cargo and Mail Division; R. H. Palmer, Moving & Storage Co., agent of North American Van Lines, Detroit; and R. Demmer, Fert & Cie., Geneva.



FRESH FLOWERS: T. R. Nolan, Northwest Orient Airlines' cargo sales manager (left), and Ben Stoller, Minneapolis florist, examine new Preserv-a-Pak, specially treated fibreboard container jointly developed by Northwest and Green Bay Box Co. It has been designed initially to airhaul fresh flowers, frozen and fresh meats, and vegetables; but use will be expanded to other commodities. Tests reportedly are successful. Kneeling is R. D. Bliesath, of Green Bay.



VENTILATOR FAN: Less than 24 hours after the Panagra cargo plane carrying this high-powered ventilator fan (right) left the United States, it was in the hands of the consignee in Quito, Ecuador. Unit was needed to speed up work on a Quito hydro-electric plant. Examining fan are (left) Manuel Calisto, Utah Construction Co., and Arthur Fried, Joy Manufacturing Co. Air haul upped output.



SMELT EGGS: Second of two shipments of Japanese smelt eggs, imported by the California Fish and Game Department, and flown by Japan Air Lines. Shipments, which will wind up in reservoirs, lakes, and streams of Northern and Central California, totaled 3.8 million eggs. Good fishin'.



SHIP'S PARTS: Some three tons of engine parts (right) for a disabled French vessel at Hampton Roads, Va., arrive at New York International Airport via Seaboard & Western Airlines. One of three air shipments exported from France through agents, all were handled by Hernu-Peron of Paris, and Alltransport, Inc., New York freight forwarders.

The author, a well-known transportation lawyer, points out that there are instances when the Civil Aeronautics Act and the Interstate Commerce Act, with respect to freight forwarder regulation, pull in opposite directions. In this brief but informative article, Mr. Richman discusses

The Forwarder And Legislative Inequalities

By I. RICHMAN

General Counsel, ABC AIR FREIGHT CO., INC.

ONE of the most potent forces in the generation of cargo for carriage by the certified airlines of the United States during the past decade has been the emergence from almost total obscurity of the air freight forwarder. It is far from mere coincidence that ever-increasing activity on the part of air freight forwarders has closely paralleled the considerable increases in cargo tonnage reported by the certified air carrier segment of the industry.

The role of the air freight forwarder in the air cargo transportation picture was finally accorded its proper recognition when, in Docket No. 5947 *et al* (Air Freight Forwarder Investigation), the Civil Aeronautics Board, in discussing the services of the forwarder, declared that these services:

" . . . have benefited the shipping public and have stimulated the development of air transportation"; that

" . . . it indicates the ability of the forwarders to provide different types of service to meet various transportation needs" that;

A comparison of the year ended September, 1953 with the year ended September, 1949 (the first full year of forwarder operations), indicated " . . . that airline domestic freight revenues have increased over 65% since the forwarder experiment began, with a roughly corresponding increase in the ton-miles involved . . . "

That the above achievements have been effected despite the glaring statutory inequities confronting them is indeed a feather in the cap of the forwarding industry.



I. Richman

Among the main sources of competition, not only to the domestic air freight forwarder, but to the entire air cargo transportation industry, are the surface freight forwarder and the exempted shippers' agent, be it surface consolidator or distributor. In the development and generation of freight from off-line points to main concentration and consolidation centers, and respecting the distribution and delivery of shipments from concentrated break-bulk points to off-line points, not only does the competing surface freight forwarder have a decided competitive rate advantage when using the identical services utilized by an air freight forwarder, but an ordinary non-regulated, non-carrier consolidator or distributor is accorded the same unwarranted preferences over the regulated common carrier air freight forwarder.

Section 408 of the Interstate Commerce Act provides for the publication of assembling and distribution rates by motor carriers for the movement of less-truck-load shipments where said

shipments are to comprise or have comprised part of a *truckload* or *carload* shipment. Since in all cases, as had been intended by said statutory provision, the assembly and distribution rates maintained by motor carriers are substantially lower than their ordinary published tariff rates assessed all shippers other than those falling into the above described category, it is readily evident that any surface forwarder or carrier, or the unregulated surface consolidator or distributor, can acquire for itself or its customer substantially lower transportation charges than would otherwise prevail.

The air freight forwarder, who generally utilizes the services of certified motor carriers from and to off-line points in the assembling and distribution of shipments handled in its common carrier service, is apparently prevented from making use of the assembly and distribution rates since these rates are specifically restricted to those shippers whose shipments move or have moved " . . . as a part of a carload or truckload shipment," and would appear to have no applicability to those shipments moving as part of a planeload shipment.

The competitive price advantages accruing to the surface shippers becomes increasingly important by reason of the fact that the ordinary motor carrier tariff rates applicable to the short hauls from and to off-line points in almost all cases exceeds by several times the similar proportionate mileage charges assessed against the line-haul transportation.

(Concluded on Page 34)

An important air freight forwarding executive of Western Germany writes briefly of the rise and altered picture of the *luftfrachtkontor* there.

The German Air Forwarding Scene

By Dieter Alheit

Manager of Air Cargo, Union Transport-Betriebe

IT was in 1950-51 that the German cargo sales agents approved by the International Air Transport Association began to find indications of a future in air freight traffic, although the structure of rates at that time did not appear to promise much of a future. Then special rates for exports to the United States were introduced for the first time. They attracted increased attention by agents all over Western Germany.

Now that there was a possibility of increasing volume through lower rates, leaving an adequate profit to the agent, it pointed the way towards the establishment of the *luftfrachtkontor*, a co-operative association of agents, or a groupage organization.

Such cooperative air-shipping groups, with various agents as partners, began to spring up in key cities of the Federal Republic—in Hamburg, Hannover, Düsseldorf, Frankfurt, Stuttgart, and later in Cologne. Each was an independent company, duly registered with the authorities to perform their services to exporting firms; each was known as the Luftfrachtkontor GmbH of its particular city.

Among the basic requirements of membership, or partnership, were: (1) the agent must be IATA-approved, and (2) a registered commercial office must be operated in the area of the *luftfrachtkontor*'s jurisdiction. The contract entered into by each member required that he comply with all its rules and regulations. Any operation

contrary to these conditions brought expulsion. Official rates were established. Also, it was the duty of each member to turn over to the *luftfrachtkontor* all consignments which it could suitably handle.

In an effort to standardize the tariff and traffic practices of all the independent *luftfrachtkontore*, these organizations founded the Arbeitsgemeinschaft der Deutschen Luftfrachtkontore, within the Arbeitsgemeinschaft Spedition und Lagerei, the freight forwarding association. Each *luftfrachtkontor* appointed a representative to confer with his counterparts from the other *luftfrachtkontore*. Meeting from time to time, these representatives would report back to their respective organizations any new proposals under discussion. In this way the agent co-operatives in the various cities of the Federal Republic were able to progress.

Until 1958 the *luftfrachtkontore* operated on a generally satisfactory basis. Foreign agents were in the picture now, and quite often it was found that it was impossible to arrive at agreements on tariffs of methods of operation. It was found that while it was possible for the *luftfrachtkontore* representatives to reach common agreement at the meetings of ADL, in many instances the recommendations brought back to individual *luftfrachtkontore* were unacceptable to the partner-agents. Eventually it turned out that one *luftfrachtkontor* issued tariffs dif-

ferent from those of the other *luftfrachtkontore* while certain of its practices were altered also.

Faced with this situation, there logically developed a new viewpoint. Among many it was felt that it would be beneficial to dissolve the various cooperative groupage organizations, and to organize a brand new *luftfrachtkontor* with all former *luftfrachtkontore* united in a neutral city under a single banner. This proposed central organization would set up branch offices at all the key airports.

The idea was a good one. But at the founding meeting which took place last February 16 no unanimity could be reached. As a result, only 27 of some 45 forwarding companies agreed to join the new Deutsche Luftfrachtkontor GmbH, with Bonn as headquarters. Approximately 10 forwarding firms abstained from making a final decision; the rest declined partnership, taking the position that they were interested only in becoming sub-agents.

It should be noted that with the exception of two forwarding firms, all of the companies affording branch offices did not attend the meeting in Bonn. The reason given for their absence is that their individual interests do not at the present time conform entirely with those of the would-be national *luftfrachtkontor*. It also is pointed out that an organization with several different types of service has a better appreciation of the air freight business.

(Concluded on Page 35)

**NOW
AVAILABLE . . .**

Custom House Guide

1959 EDITION

THE only single publication containing all the latest tariff information, covering all trade agreements, including GATT . . . plus revised, up-to-date Customs Regulations, reflecting the Customs Simplification Acts . . . Alphabetical Commodity Index of 20,000 commodities . . . Internal Revenue Import Taxes . . . Valuation of Imports . . . Statistical Requirements for Reporting Imports of Cotton Manufactures . . . Port Sections giving important information on all United States Ports, in addition to Canada and the Philippines . . . and General Information required daily by the foreign trader.

7 VOLUMES IN 1

This 1,770-page "bible of foreign trade" now in its 97th year of publication . . . a *must* in every part of the world.

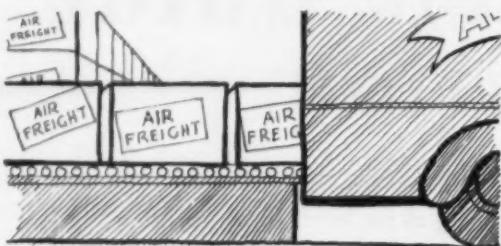
\$30 per copy, plus postage. This includes a year's subscription to the monthly supplement, **AMERICAN IMPORT & EXPORT BULLETIN**.

Custom House Guide

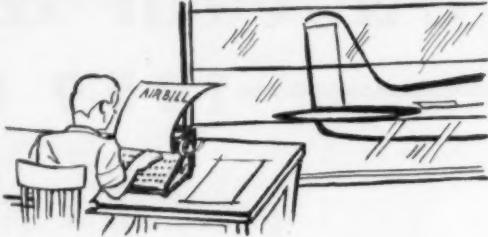
BOWLING GREEN STA., CUSTOM HOUSE, NEW YORK 4, N. Y.

How to Get the Most

*A domestic case history taken from
the files of Air Dispatch, Inc.*



1. At 6 p.m. daily, Monday through Friday, an over-the-road truck leaves the shipping dock of an Illinois pharmaceuticals manufacturer with a load of air shipments.



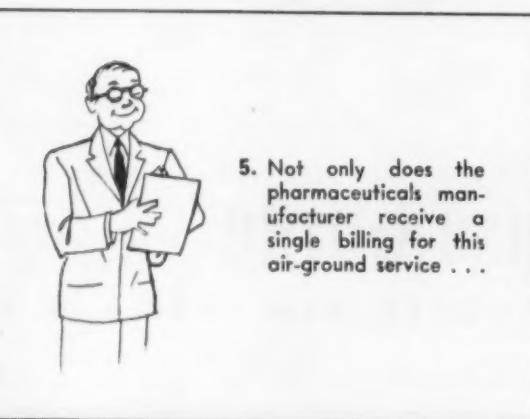
2. Two hours later, at Midway Airport, Chicago, it is met by a forwarder who takes the freight in tow. The forwarder takes care of the airbilling and dispatching.



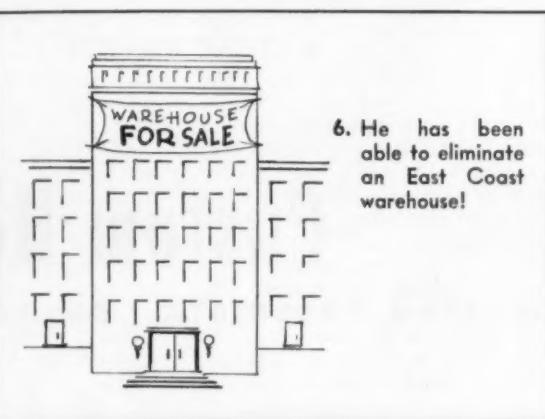
3. One part of the drugs is flown to New York. The other part is airlifted to Boston.



4. Next morning, distribution procedures come into play—direct door delivery; drops at other delivery companies; parcel post for next-day delivery.



5. Not only does the pharmaceuticals manufacturer receive a single billing for this air-ground service . . .



6. He has been able to eliminate an East Coast warehouse!

Out of Air Cargo

*An international case history taken from
the files of Emery Air Freight Corp.*



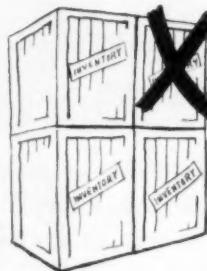
1. This gentleman is a British importer of a well-known American motor car. Long ago he learned that air cargo offers special economies to his firm.



2. But an air freight forwarding company showed him a few more money-saving tricks. At the same time it slashed Midwest-to-London air service time from seven days to two.



3. Integrated forwarder-airline operation, smooth transfer, rapid customs clearance, tight traffic control, consignee information all played their part in the international movement. But this British importer has been impressed by several "hidden" factors, by-products of the streamlined forwarding method.



4. Previously 25% of his big parts inventory averaged less than 2 calls in 2 years. The reality of 48-hour service from Milwaukee eliminated the necessity for warehousing one-quarter of his stock.



5. This, in turn, freed 25% of the importer's investment in inventory. What happened to this defrosted capital?



6. It has been profitably invested in a rent-a-car operation.

TWO GREAT FIRMS ANNOUNCE

**A SINGLE RATE
DOOR-TO-DOOR
OVERSEAS SHIPMENT
OF HOUSEHOLD GOODS!**

Air Express International and Neptune World-Wide Moving
unite to form "Air Van Pak Golden Rocket Service", which combines
ground and air movement, offers jet speed, economy, safety,
convenience, on one thru rate—one billing—one insurance policy—
one responsibility—one packing—minimum handling.

Air Express International, world's largest indirect international air carrier, and Neptune World-Wide Moving, largest independent Class A van carrier, join forces to bring jet-age speed and efficiency to movement of household goods for your overseas relocations. This new *Air Van Pak* service assures you of a single rate and the unmatched speed of AEI's air expediting plus unprecedented door-to-door protection anywhere in the world. The combined service provides for surface movement in Neptune's special vans to AEI gateways where the household goods are carefully packed by Neptune experts in the remarkable *Air Van Paks*. These are lightweight waterproof containers which have been completely approved by the U.S. government for highest priority shipments. Completely sealed *Air Van Paks* are loaded aboard the approved air carrier offering the first flight out, remain unopened until arrival at destination airport or — where "outside examination" is requested — at the residence abroad to which they are consigned. One van moves them to the airport, they are loaded aboard the overseas carrier and forwarded to destination. Scientific packing and sealing minimize likelihood of weather-damage, breakage and pilferage. Containers are dispensable obviating the usual nuisance and expense involved when deposit is collected and containers must be returned. Their light weight reduces freight charges. Swift air movement cuts days and dollars from usual per diem allotments. And each shipment moves on a single billing, single thru rate and single responsibility from door to door, origin to destination. Ship via "Air Van Pak Golden Rocket Service" . . . for the one best way to move household goods overseas. For service or information, call your nearest Air Express International, or Neptune World-Wide Moving office.





A.

A. Closeup of *Air Van Pak* showing how individual articles are carefully wrapped, padded and snugly stowed for maximum utilization of space and optimum safety.



B.



C.

ELECTRONICS EQUIPMENT SHIPPERS!

This new co-ordinated service of AEI and Neptune also offers you the greatest speed and safety for international shipments of delicate electronic equipment and other special categories.

Many Neptune vans such as the Condor pictured, of all-aluminum aircraft construction, are specifically designed to eliminate shock through "torque action" aircraft-type landing gear wheel suspension, and other major improvements.

That's one reason Neptune carries more electronics shipments than any other Class A van carrier.

Now, AEI's low specific commodity rates applying to these freight categories add unusual savings to unusual safety and speed. Find out what this new co-ordinated door-to-door service can mean in faster delivery and added economy. Call your nearest AEI or Neptune office today.

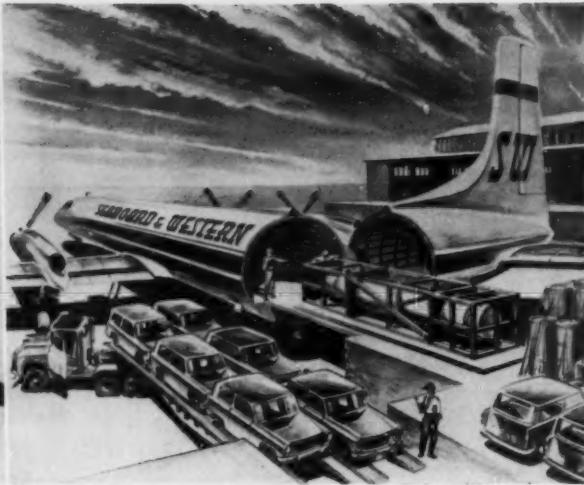


GOLDEN ROCKET SERVICE

AIR EXPRESS INTERNATIONAL CORP. World Headquarters: 90 Broad Street, New York 4, N. Y.

Pioneer in international air express since 1935. Not affiliated with any other air express company.

CHIEF OFFICES: New York • Chicago • Newark • Los Angeles • Philadelphia • San Francisco • Detroit • Atlanta • Dallas • Houston • Miami • New Orleans • Oklahoma City • San Juan, Puerto Rico



Artist's conceptions of the Canadair CL-44 swingtail propjet airfreighters purchased by two United States all-cargo air carriers. The Flying Tiger Line bought 10 of the 400-plus-mile-an-hour cargoplanes for \$55 million; Seaboard & Western Airlines, five for \$25 million, with an option for five more. They fly in 1961.

A \$70 million investment by Seaboard & Western Airlines and the Flying Tiger Line sets the stage for . . .

The Swing to SWINGTAILS

CANADAIR'S swingtail breakthrough has come with sizable orders by two United States all-cargo air carriers. Seaboard & Western Airlines, sole transatlantic cargo hauler, was the first to enter a firm order with the Montreal subsidiary of General Dynamics Corporation, investing \$25 million in five CL-44s, and taking an option on five more. The Flying Tiger Line, which operates coast to coast, purchased an even 10 swingtails for \$55 million.

The manufacturers claim for this radical-design propjet airfreighter a combination of payload, range, and speed "not attainable before now." The plane, with which Canada reentered the United States market, is derived from the airframe of the successful Bristol *Britannia*, but with a fuselage which is a dozen feet longer and a gross weight upped to 205,000 pounds. It is available as a cargoplane, all-passenger, or convertible aircraft. (March, 1959 *AT*, Page 24.)

The CL-44's hinged-tail feature is claimed to represent a major advance. A spokesman pointed out that "the engineering problems involved have

been solved to provide a system which is completely reliable, easy to operate, and simple to maintain in service." He added:

"From a structural viewpoint, the hinged-tail is an easier solution than a big side-door which would require reinforcement of the whole surrounding structure. The result is a saving in weight by using the swinging tail."

Raymond A. Norden, Seaboard president, tagged the CL-44 as "the instrument which will make possible the necessary reduction in rates." He asserted that his company always has believed that air transportation, like surface transportation, will one day "carry more of men's goods than it will carry men," and that the swingtail "brings that goal into the realm of realization."

The airline head stated that Seaboard, which for years has been wrestling with the knotty problem of reducing costly ground time, will be able to load and unload 32½ tons of CL-44-borne cargo in but 19 minutes. He underscored this statement by pointing out that "many hours" are required to load and unload conventional cargo



Prescott
Big News



Norden

aircraft with a lift capacity range of 12 to 20 tons.

He indicated that volume shippers will find particular interest in the fact that the Canadian propjet will accommodate a single unit of up to 65,000 pounds, measuring approximately 85 feet in length, 11 feet in width, and 6¾ feet in height.

Robert W. Prescott, president of Flying Tiger, explained his reliance on the plane this way:

"The CL-44 is the turbine-powered aircraft which will enable the air freight industry to compete effectively

with long-haul truck and rail by reducing operating costs and rates. In the CL-44 we have cheaper power married to the proper airframe. This combination must result in lowered costs which will lead us to the long-sought ton-mile rate of around 10¢ as compared to today's 20¢ tariffs...

"The introduction of this plane will not only greatly expand the potential of the air freight industry which, for the first time, will be on solid competitive ground with surface carriers, but will also revolutionize the entire pattern of manufacturing, merchandising, and distribution within the next decade."

The CL-44 will haul a top payload of 65,000 pounds in domestic operations. Transoceanic flights will reduce maximum payload by only 300 pounds, with the range set at 2,844 statute miles and cruising speed at 392 miles per hour, with reserve fuel for two hours. A reduced payload of 47,400 pounds can be carried 4,490 statute miles with the same fuel reserves.

Cabin length is 98'7"; width at floor, 11'; height, 6'9". Cargo capacity of the cabin is 6,380 cubic feet; or the belly compartments, 1,011 cubic feet; total capacity, 7,391 cubic feet.

The tail section, which swings aside, permits easy end-loading of bulky, out-

size shipments through the rear of the fuselage. From the standpoint of economy, direct operating costs of the plane are reported to be "40% less per ton-mile than the most economical commercial cargoplane now in operation." The Flying Tiger president said that he expected the CL-44 to operate at the near-3½¢-per-ton-mile level.

Both Seaboard and Flying Tiger expect to introduce their swingtails reasonably early in 1961. The transatlantic freight line anticipates taking delivery of the first production-line swingtail in November of next year. Presumably Seaboard will be the first to introduce it in commercial operation. • • •

AEI-NEPTUNE DEAL

(Continued from Page 19)

est scratch to the Air Van Pak's contents.

Now let's return to Jim Jones. By what law of economics did his firm reason that by transferring his home by air from the New York gateway to Paris it would save money? After all, everyone knows that whether you ship an article or go as a passenger, an air trip costs far more than surface. So what if it does take longer? Look at

the wad of money saved in the lower surface sea rate. Facts are facts. So where did Jones' firm come off choosing air?

The answer, of course, lay in the total cost. While it was a fact that the air transportation rate was higher than that for sea transportation, and that the van rate for the run to the airport was the same as for the run to the pier, all other costs involving a movement by sea were much higher. These higher total costs for all-surface transport more than overcame the savings on the lower sea transportation rate. As simple as that.

But how?

Well, for example, let's examine packing. In contrast to weight-saving packing for the smoother journey by plane, the rigors of the longer (in time) sea voyage and the acknowledged greater susceptibility to shock in transit and from multiple handlings at either end require heavy export crating. In May, 1956, *Air Transportation* published a chart based on a Seaboard & Western Airlines study which showed the weight of comparative shipments of household goods for a family of three or four. Weight of the furnishings for six rooms and basement, packed for sea, nearly doubled that for air. This is the way it broke down:

ASA SALUTES YOU...



Because of the pioneering efforts and substantial gains to the air cargo industry through service and education ASA salutes the freight forwarding industry. As partners in the past it has been our pleasure to have enjoyed the cooperation of the freight forwarding industry.



Freight Forwarders are experts in air cargo and they know it pays to ship via ASA. Tops in service and direct daily flights and charters to Central and South America. Next time use ASA... Your freightway to Latin America.

General Office: International Airport, St. Petersburg, Florida, HEmlock 5-2151
New York Office: 30 Church St., New York 7, N. Y., Ph.: WOrth 4-2357
Chicago Office: 608 S. Dearborn, Chicago, Illinois, Ph.: WAbash 2-0081
Washington, D. C., Office: 1029 Vermont Ave., N. W., Rm. 703, Ph.: EX 3-0711

	Air (lbs.)	Sea (lbs.)
Living Room	1,386	2,376
Dining Room	1,232	2,112
Den	868	1,488
Master Bedroom	1,309	2,244
Children's Bed- room	693	1,188
Kitchen	931	1,596
Basement	490	840
Total	6,909	11,844

Export packing for sea ran into an item amounting to several hundred dollars. Consider, too, that the 4,935-pound weight differential for sea movement must be included in the rate. Conversely, the higher per-pound rate for air movement is, in effect, drastically reduced by the vastly lower weight.

There are other savings inherent in air—in documentation, insurance (\$9 as against \$152, in one typical case), multiple labor costs.

Pan Am, in one of its own studies of a Washington, D. C.-to-Munich shipment, revealed that some 4,000 pounds of household goods required only 380 pounds of packing for air, as contrasted with 3,080 pounds of packing for sea. When all shipping costs were computed, they showed a total expenditure of \$2,495.68 by air versus an all-surface expenditure of \$2,811.74. But this savings of \$316.06 was not the final economy. Added to the bill

must be the sustenance of the family while waiting for its goods to arrive. At an estimated \$30 per day for the four-day wait for the airlifted shipment, the cost rises by another \$120; for the 21-day waiting period for the seaborne shipment—a reasonable estimate—it rises by \$630. Thus total savings by air soar to \$628.53.

And have you considered that Jones, whose upper-bracket salary never stopped during his exchange of hemispheres, started *earning* it much sooner because air transportation was involved? It's another sizable economy which his firm's cost accounting de-

partment took into serious consideration.

All these are the basic factors behind the AEI-Neptune deal and their sales pitch. They know they are not selling a gimmick, but a true dollars-and-cents attraction to business management and to the military. Muhlfeld put it this way:

"Our job is to confront management with the facts. Once they can see what we are getting at, once they can analyze their own comparative costs for this type of movement, they'll do it no other way. Any other way would be uneconomic." • • •

TREASURE TROVE

(Continued from Page 20)

more quickly, relatively speaking, than the overall increase. To put it in other words, the distribution of payload over the various traffic categories showed a tendency to favor air cargo. Along with this development, the operating cost of the aircraft showed a downward trend per unit. The result was that instead of looking upon air cargo revenue as a little extra contributing to the lowering of overall operating cost, my company considered cargo as an important category of traffic with its own operating cost level.

There are expensive ton-miles and cheap ton-miles produced within the

airline—and one can even state within one aircraft.

From the technical standpoint, aircraft construction will bring operating cost down still lower. At the same time, available cargo payload will be increased. These features within the present air transportation picture lead to the conclusion that air cargo must step out of its current isolated position.

In my opinion, the jet aircraft is the first well-directed step in this development. It shows a tremendous increase in cargo capacity. There will be no airline operator who can afford cargo

Take-off place for a South American lift



- As near as your phone, there's an independent Cargo Sales Agent who knows the answers to any questions you have about an air cargo lift to South America's West Coast and Buenos Aires.
- You'll save time on paper work, money on packaging and can reserve space on any of Panagra's 15 flights a week—by calling the man who makes it his business to be up on every change in the shipping field. He knows customs regulations and the port of export to be used.
- No change of plane from New York to Buenos Aires over the routes of National, Pan American and Panagra. Free advice without obligation. Free list of Cargo Sales Agents in your area. Just send your name and address to Mr. Don A. Huff, Mgr. Cargo Sales, Dept. A2, Pan American-Grace Airways, Chrysler Building, New York 17, New York.

PANAGRA

WORLD'S FRIENDLIEST AIRLINE

as a little extra. Cargo in these jet aircraft is a necessity in itself; a clear, separate aim, which demands full attention by the air industry.

Volume production in the technical and operational side is required to lower the cost of production; volume consumption in the marketing field is necessary to allow for this large-scale production. The world air cargo industry needs all the wisdom and strength from those who are or will be working for its cultivation. Only then can this industry yield its flourishing results to the benefit of international freight. KLM's late president, Dr. Albert Plesman, engraved in the minds of his staff these words: "The Air Ocean Unites All Peoples." These famous words deepen the meaning of the foregoing remarks.

Volume consumption in the marketing field is what is needed in coming times. How can those who ship or receive goods throughout the world be induced to choose air transportation? The answer is simple: by explaining and offering them advantages over the older, traditional means of shipping.

How should this be translated into terms of practical measures? Let us not forget that all rates and tariffs, as well as regulations relating to cargo sales agents and air freight forwarders, came into being in the

post-World War II "experimental" period. No doubt the accumulated experience proved that, at least in some fields, the right track ultimately was found. Other "adventures" did not lead to the desired results. This partly was due to inconsistency in policy. An example of the first group is that flexibility in rate-setting to cope with market conditions is known to be essential. An example of the second group is the ill-fated mixed consignment rule which changed so frequently that ultimately it fell away.

What is necessary for volume consumption in terms of air cargo? Low rates for bigger shipments and for major shippers! They should benefit the volume shippers and allow them to calculate with these rates when making offers or concluding contracts. Rates should be set on the basis of the category of goods and expressed in terms of cubic feet. For the small shipments there should be a scale of rates up to a certain weight break, e.g., up to 150 or 200 pounds, together with a practical mixed consignment rule.

What do we consider to be a low rate? It should not be thought that this means an approach towards equalization of rates at present existing for surface transportation. Air transportation, with its main feature of

speed—nowadays, jet speed—will find its own price level in the market. This never should be dropped from consideration when establishing air cargo rates: the distribution cost of a commodity contains more than the pure-and-simple transportation cost. It is felt that the current experimental rates of some seven commodities in the North Atlantic traffic are only a first step towards sound business reaction in a limited field. In themselves these experimental rates constitute a lower level in air cargo than have been in existence ever before. When stating that volume consumption of jet ton-miles is needed in the fast-approaching future, it means volume consumption. All those who take air cargo development seriously are following closely the results of this experiment. Perhaps inexperience placed the level of the experiment a little too high.

In the majority of cases, air cargo remains a sideline for the freight forwarder. They are right in calculating the relative importance of their investments. It has been found that in nine out of 10 cases the forwarder disregards the promising future of air cargo because its yield did not give him enough in comparison with his other activities. Here again the an-

NOW ANOTHER FIRST

13 MAIL AND CARGO FLIGHTS

EACH WAY... EACH WEEK

departures every 12 HOURS to and from Europe

Seaboard & Western AIRTRADERS move your cargo faster, more efficiently—around the clock! Call your FREIGHT FORWARDER or

SEABOARD & WESTERN 80 Broad Street, New York 4, N. Y.—WHITEHALL 3-1500

Atlanta	POpular 7-0573
Chicago	HArrison 7-4425
Dallas	FLEetwood 7-9221
Los Angeles	MAdison 4-7514
New York (Idlewild)	Olymnia 6-5880
Philadelphia	RIffenhouse 6-1165
San Antonio	TAylor 4-7236
San Francisco	PLaza 6-1243
Washington, D. C.	REpublic 7-1430

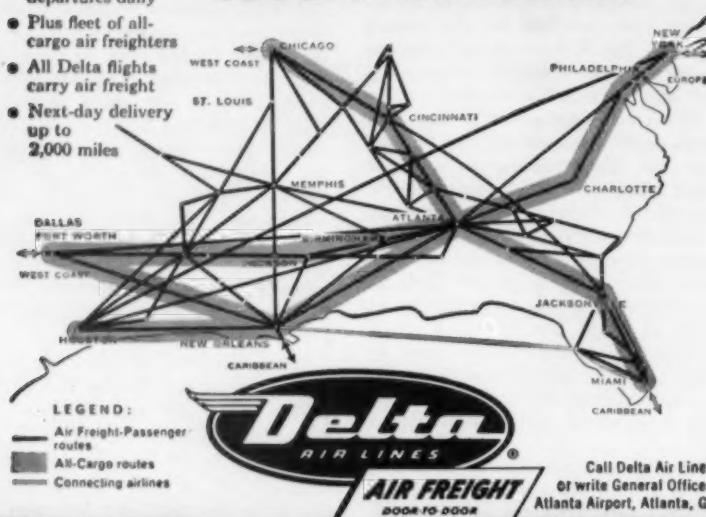
SEABOARD & WESTERN

ALL-CARGO TRANSATLANTIC AIRLINE

DELTA Air Freight

covers the South!

- 500 scheduled departures daily
- Plus fleet of all-cargo air freighters
- All Delta flights carry air freight
- Next-day delivery up to 2,000 miles



MOST COMPLETE ALL-CARGO SERVICE TO AND THRU THE SOUTH

swer is the necessity to produce volume.

Can we honestly expect the forwarder to produce volume under today's regulations in the international air cargo industry? Every airline operator will have to admit that a fine job has been done by the forwarder. However, when one speaks of cargo volume five or more times greater than it is at the present time, the answer must be that it is impossible to attract it, unless the airlines first create suitable instruments whereby to get this big

Cargo Officials From The Hague Tour U. S.

D. Sj. de Boer, KLM's vice president—freight marketing, mail, and special traffic, and two top aides have been spending the last few weeks hopping a crisscross pattern in the United States. De Boer's No. 1 assistant is Dirk J. M. Koek, manager of freight marketing, who has been following a separate itinerary. Operating on still another itinerary was J. D. van Doorn, marketing manager for the Western Hemisphere. Working alongside the Dutch airline's cargo brass was a trio of United States officials: Alvin E. Levenson, cargo manager; A. J. Rickard, cargo traffic manager; and George Szybel, cargo sales development manager.

volume. There lies the clue to prosperous air cargo business.

There are some who do not like this particular road to cargo development. I predict they will be forced by the inexorable weight of technical progress to march along. • • •

INEQUALITIES

(Continued from Page 23)

This unwarranted discrimination against shippers desiring to employ the services of air carriers from or to off-line points could be adequately resolved by an amendment to the law making assembling and distribution rates equally applicable to shipments which are to be, or have, moved as part of a planeload shipment.

Another inequity in the statutes adversely affecting domestic air cargo transportation is the legal inability of the air freight forwarder to enter into contractual rate agreements with certificated motor carriers for the performance of assembly and distribution operations outside the immediate commercial zone of the consolidation or break-bulk terminal of the forwarder. Section 409 of the Interstate Commerce Act permits the surface freight forwarder to enter into unrestricted rate agreements with motor carriers for distances under 450 miles, provided that the terms of said agreements are not

unreasonable. Conversely, Sections 412 (b) and 1003 (b) of the Civil Aeronautics Act specifically prohibit any such agreements between air freight forwarders and certificated motor carriers.

Significantly, the prohibitions contained in the Civil Aeronautics Act were enacted before the amendment to the Interstate Commerce Act which permitted contractual rate agreements pursuant to Section 409 of said act. Accordingly, it would appear as though appropriate legislative action would be in order to alleviate this presently existing inequitable condition.

By reason of economic necessity attributable to the above inequities, the air freight forwarder has been forced to turn to the unregulated services of non-certified motor carriers, operating under the exemption of Section 203 (b) (7a) of the Interstate Commerce Act, for the performance of assembly and distribution services outside the immediate commercial zone. Not only has this type of service proved unsatisfactory to the forwarder in many instances, but in addition thereto, the certificated motor carrier has been deprived of a chance to compete for this traffic with the unregulated motor carrier. The shipping public has likewise been deprived of the protective features accompanying the direct or indirect use of a certificated motor carrier, as opposed to the use of a completely unregulated motor carrier.

While there may have been some justification for the statutory restrictions against the air freight forwarder in the past, it is inconceivable that there exists at present any justification for such discrimination against the traffic of air freight forwarders or the shippers who have indicated a desire to use their services. Immediate remedial legislation should be urged in order to place the air freight forwarder on a competitive level with its competitors in the surface transportation field. • • •

LATE NEWS FLASH

Aaxico is Suspending Scheduled Operations

Air Transportation was partly on press when it received the news that Aaxico Airlines, scheduled all-cargo carrier, was applying to the CAB for a suspension of scheduled operations. O. F. Stern, vice president-sales, stated that Aaxico is asking for the suspension to be effective until 60 days after the decision in the Domestic Air Mail Service Case (Docket No. 10067). Aaxico, which has made gains in the markets it serves, "but not enough," is an applicant for a permanent certificate. Now it would perform charter work only.

GERMAN FORWARDING (Continued from Page 24)

with independent ideas with respect to extension and improvement of the service. On the other hand, the argument continues, a local agent with necessarily narrower interests in air freight cannot be expected to have the wide vision and dynamic method of operation needed to promote worldwide air traffic. The local agent cannot be regarded as an equal, some sections of important opinion feel. Certain companies which still have withheld joining the Deutsche Luftfrachtkontor in Bonn have not done so because they regard its structure of expenses as not a suitable medium for expansion of air traffic on a global scale. This group feels that a *luftfrachtkontor* can find success only in *active* agent members who are willing and ready to do their utmost to achieve great expansion in this new growing Jet Age.

According to public announcement, the new *luftfrachtkontor* is scheduled to open for business on July 1. It will be interesting to see what the future will bring to the air freight forwarding industry in Western Germany.

Following is the list of companies comprising the Deutsche Luftfrachtkontor at the present time:

Frankfurt—ATEGE vorm. Gondrand & Mangili.

Hamburg—J. H. Bachmann; Contr. Co. GmbH; Max Grünhut; A. Hartrodt; Lassen & Co. GmbH; Maass & Schramm; Carl Prior; Transport AG vorm. G. Hevecke.

Essen—Günter Baumann.

Düsseldorf—L. W. Cretschmar; C. J. Jonen Wwe; Hans Wagner; Züst & Bachmeier AG.

Kempten—Thomas Dachser.

Cologne—Helmut Delhey.

Kaufbeuren—K. H. Dietrich.

Wuppertal—Speditionskontor Haarhaus & Co.; Speditions-Gesellschaft mbH.

Duisburg—Haniel & Cie.

Hanover—Joh. Chr. Heine.

Bremen—Kuhne & Nagel.

Munich—Laderinnung Gutleben & Co.

Stuttgart—Paul von Maur; Heinrich v. Wirth.

Karlsruhe—Menzinger & Fendel.

Krefeld—W. G. Tasks. • • •

Aircraft Hardware & Components

Aircraft Parts, every type—Airframe, Engine, Components, Hardware; Far Douglas, Convair, N.A.A., Curtiss-Wright, Pratt-Whitney, etc., from world's largest shelf stock. Lower prices—quicker service. Send for free hardware charts. Sales Representatives wanted. Special service to export accounts.

COLLINS ENGINEERING CORPORATION
6050 Washington Blvd., Culver City, California

TACA
International
AIRLINES

AIR CARGO

COVERS MIDDLE AMERICA

A quarter-century of know-how, efficiency, speed and capacity makes TACA your logical choice for air cargo movement to Middle America. Reserve space on advance request.

From New Orleans, to:

Guatemala
El Salvador
Mexico
British Honduras
Honduras
Nicaragua
Costa Rica
Panama

For full information contact your Local Receiving Agent, or:
TACA INTERNATIONAL AIRLINES

New Orleans: P. O. Box 428, Kenner, La.

New York: 22 West 48th Street

Chicago: 37 S. Wabash Ave.

LUFTHANSA PLANE TALK ABOUT CARGO



Lufthansa Cargo Manager Joerg W. Paetow decided on a Super H Constellation for a meeting place where the German airline's cargo sales representatives could exchange notes on current and future business prospects. Paetow (center), who conducted the day-long session at New York International Airport, reported that Lufthansa has shown an air cargo growth performance amounting to nearly 100% per year for the four past years.

tion and COD charges. These increases amounted to 5.5% for the excess valuation charges and 7% for the COD service. We investigated and suspended such increases for the reason, among others, that there appeared to be no cost or other basis for the increases proposed. We found that the record in this investigation did not support these increases, and accordingly the proposed increases were found unjust and unreasonable. The increases now before us amount to approximately 40% with respect to the excess valuation charges, and 30% for COD services, which are far greater than the previously proposed increases.

"REA has supplied no data or information in support of the proposed increased charges, nor has it asserted that the existing charges fail to cover the costs of the services, or provide a reasonable profit element thereon. In view of this, and in light of the earlier decision, the Board finds that the aforesaid charges may be unjust and unreasonable, unjustly discriminatory, unduly preferential, unduly prejudicial, or otherwise unlawful.

"The Board finds that its action herein is necessary and appropriate in order to carry out the provisions and objectives of the Federal Aviation Act of 1958, particularly sections 204, 403, 404 and 1002 thereof."

OKAY AAXICO GLADIOLI LIFT

Aaxico Airlines has been authorized to engage in scheduled flights of gladioli for the Roman J. Claproot Co., between Pensacola and New York. Lifts will be made during the normal growing seasons (April 1-July 31; September 15-December 31).

TWA SEEKS NEW STOPS

Trans World Airlines has applied for permission to add Berlin and Hong Kong on its international routes. It also filed for a one-year suspension of its service to Manila. The airline has further requested that Washington, D. C. be designated as a coterminous for its international operations.

"CABOTAGE" RULING

Qantas Empire Airways' request for a CAB interpretation of that section of the law which places certain limits on the operations of foreign airlines within the United States has been answered by a ruling which places a bar against intra-United States service by such carriers.

The Australian airline, whose position was supported by BOAC, argued that its foreign air carrier permit did not "preclude the taking on of traffic at one United States point and the discharging of it at another when the traffic is in transit to or from the United States." The domestic airlines, as well as the Air Transport Association, argued otherwise. Prior to the CAB ruling, Qantas and Japan Air Lines had agreed that if the Board's decision went in the Australian carrier's favor, the latter would carry JAL's New York-bound traffic. The CAB said, in part:

"... Those persons opposing the Qantas position assert that section 1108(b) embodies the so-called 'cabotage' principle,* and that foreign air carriers are precluded from transporting the traffic here involved both by that section and by section 402, [CAB] in that such transportation is not 'foreign air transportation' within the section 402 meaning in the sense that it can be authorized to a foreign carrier.

"We have not heretofore expressly ruled on this matter, and in large part find ourselves in agreement with the position of the domestic carriers. As further detailed hereinafter, the general pattern of the aviation regulatory statutes has been to permit commercial air operations with foreign aircraft to and from this

* This is the principle that each nation has the right to reserve traffic only between points within its own territory for its own nationals.

nation but not within it (until relaxed only as to non-transport operations in 1953). Under any realistic view, the commercial transportation wholly between United States points of what may be termed foreign transfer traffic is an interval activity, and its carriage is a normal incident of domestic operations. Moreover, whether by reason of former section 6 of the air commerce act or otherwise, the generally prevailing view . . . appears to have been that transportation may be provided between two United States points by a foreign air carrier only where the same air carrier providing a domestic portion of the transportation also provides transportation to or from an authorized foreign point, and where both the domestic and foreign segments of the journey are covered by through tickets or bills of lading, or in circumstances where the carrier is merely transporting across the United States traffic picked up by it at a foreign point and to be discharged by it at yet another foreign point. In other words, under United States authorizations permitting commercial access to this nation, a foreign carrier may incidentally transport within this country only that traffic which it brings in or carries out. . . .

"In sum, and in view of all of the foregoing factors, we interpret the section 6 [1108] prohibition that foreign aircraft 'shall not take on at any point within the United States' for hire traffic 'destined for another point in the United States' to encompass commercial traffic first picked up by a particular foreign carrier in a foreign aircraft at a point in the United States which is destined to another such point for purposes of obtaining onward transportation to a foreign point by some other carrier by air or other media of transportation. In other words, in these circumstances the intent of the Congress was that the prohibition be viewed as one relating to geographical scope of operations by the foreign aircraft, rather than to the nature of the traffic in terms of ultimate point of origin or destination."

AIRPORTS

SEATTLE-TACOMA

March cargo statistics for Seattle-Tacoma International Airport show both freight and express ahead of the totals for the same month of 1958. Air freight handlings last March totaled 3,064,521 pounds, as against 2,406,337 in the same month a year ago. Air express handlings reached 243,186 pounds, as against 222,408 pounds in the comparable month. For the first quarter of 1959, freight and express handlings, respectively, are 1,623,954 pounds and 107,525 pounds ahead of the January-March, 1958 totals.

DUBLIN CARGO BUILDING

All of Irish Air Lines' cargo sections at Dublin Airport have been consolidated in a newly opened cargo terminal building. The new structure is described as a partial conversion of an existing hangar, plus three wings which have been added to it. The hangar area is being used as a cargo shed, complete with export and import areas and customs facilities. Additional customs, airline, and agents' cargo personnel, as well as storage areas, are located in the wings.

INTERLINE

MORE UNITED PACTS

United Air Lines has signed interline traffic agreements with Aero-Topografica, Limitada (Lisbon-Madera Islands); Air Charter, Ltd. (Southend, England-France/Belgium/Holland); Airviews, Ltd. (England-Isle of Wight); Austrian Airlines (Vienna-London/Paris/Rome); Karhumaki Airways (Finland-Stockholm); and Scottish Airlines (Glasgow-Isle of Man).

SAS
AIR CARGO

SAS
SERVES MORE
CITIES IN
EUROPE

than any other
transatlantic airline

★

ZURICH • HAMBURG
COPENHAGEN • ROME
ALL EUROPE
NEAR EAST
ASIA • AFRICA

Daily departures.
DC-7C speed.
100% cargo control.

Call your agent or SAS

FIRST OVER THE POLE

SAS
SCANDINAVIAN
AIRLINES SYSTEM

638 Fifth Avenue, New York 20, N. Y.

of manager of the Traffic Department of the Traffic Administration Division. . . . Akira Yoshida appointed New York district manager. He joined JAL in 1951 as cargo sales manager in Tokyo, following seven years' air cargo experience with Japan Airways, Northwest Airlines, and Philippine Air Lines. For the past three years he has served as deputy director of the Central Ticket Office in Tokyo. . . . Shigeo Kameda heads the expanding Los Angeles office. Since joining the airline in 1954, he has served in Bangkok and Tokyo.

Irish: Richard Shay appointed Midwest regional sales manager, with headquarters at the newly opened office in Chicago. He comes to Irish from Sabena. Previously he was associated with a travel agency.

REAL: John F. Mano named U. S. general sales manager. Coming most recently from serving as assistant to the president of Varig Airlines in Brazil, he has in the past been affiliated with Braniff and SAS.



Hartnett
Swissair
upstate New York

Swissair: Kevin J. Hartnett, recently joined the Swiss carrier, coming from American Airlines. He was appointed cargo sales representative. Hartnett will be headquartered in New York City, but will cover the entire territory.

FORWARDERS

AEI: Stanley D. Ver Nooy, Jr., promoted to vice president—traffic. With AEI since early in 1956, he has served since July of that year as general traffic manager. Prior to his association with AEI he was with Pan Am for four years. . . .



Ver Nooy

Appleby

In new AEI posts

Arthur D. Appleby, Jr., takes the newly created post of director of sales development. A veteran of Pan Am and Airwork Atlantic, he has had wide past experience in the export-import and international air freight fields. . . . Louis Mobilia, formerly with Riddle Airlines, manages the new office in Atlanta.

Van Oppen & Co. N. V.: P. H. Verwey, until recently air freight manager of Reimann Stok & Kersken in Amsterdam, appointed director of Van Oppen. He will specialize in air freight.

AIR EXPRESS

REA: Charles C. Gaudio, with the Railway Express Agency since 1929 and the general manager of its Air Express Division since 1955, has resigned to take

RESERVED AIR CARGO SERVICE to SOUTH AMERICA via

TSA

TRANSCONTINENTAL

Transcontinental
Airline's Super-H
Constellations depart from
Idlewild International Airport
at 3 P.M. Tuesdays,
Thursdays and Saturdays. All
through-flights . . . no off-loading.
Rio, Sao Paulo or Buenos Aires
shipments delivered the following
day. Dependable one-carrier
cargo service to all major
points in Argentina.



For rates and further details **CALL YOUR FREIGHT FORWARDER OR**

TSA

TRANSCONTINENTAL

656 Fifth Avenue, New York

Judson 6-5200



Gaudio
Smith

Seerup
REA

over the presidency of Charles W. Smith Associates, aviation management consultants. Gaudio has been succeeded in his REA post by Emil Seerup, who has been assistant to the vice president—administration and finance of REA since September of last year. Gaudio established REA's first air express terminal at Midway Airport, Chicago, 25 years ago. During the war he served with the Air Transport Command and was separated from the service in 1946 as a lieutenant colonel. He was awarded the Legion of Merit. Seerup is an attorney by profession and was engaged in private practice in Chicago until 1937 when he joined REA's law department in that city. He was transferred to company headquarters in New York in 1942.

INDUSTRIAL TRAFFIC

Texas Butadiene & Chemical Corp.: Robert Hale appointed traffic representative.

Maytag Co.: William P. Bailey joins as freight auditor. He was formerly supervisor of rates for the La Porte (Ind.) works of the Allis-Chalmers Manufacturing Co.

Westinghouse Electric Corp.: The following appointments have been made in the headquarters traffic department: R. J. Breitinger, in addition to his duties as traffic manager—rates, becomes traffic con-

sultant to the Defense and Atomic Divisions; G. E. Gessner named traffic consultant to the Apparatus Product Divisions; C. W. Standard becomes traffic consultant to the General Product Divisions; and J. W. Denham becomes staff assistant for traffic studies in the Consumer Products Divisions.

Rohm & Haas Co.: Dewey A. Kunze appointed assistant traffic manager. He has had 10 years' experience with Union Carbide & Carbon Co. and with Merck & Co.

Natco Corp.: Elmer G. Herford promoted to manager of the traffic department.

Great Atlantic & Pacific Tea Co.: Harold E. Hintz replaces Ralph B. Pierce, retired, as traffic manager of the Central Western Division. Roy M. Burgess replaces Hintz as assistant traffic manager.

Red Owl Stores, Inc.: John E. Braff promoted to traffic manager.

Wesson Oil & Snowdrift Co., Inc.: Leslie F. Decker appointed district traffic manager of the Bayonne Division in the place of A. M. Marcus, retired.

Crown Zellerbach Corp., Gaylord-Container Division: J. P. Thompson promoted to assistant general traffic manager. . . . Paul Garnatz named traffic manager at St. Louis.

General Cable Corp.: T. G. Stover assumes responsibility for traffic activities, with headquarters in New York. . . . George Pasch appointed general traffic manager. He will continue to be headquartered at Bayonne, N. J.

Owens-Illinois Glass Co.: Joseph Mumbower promoted to assistant divisional transportation manager for the glass container division.

MATERIALS HANDLING

Lewis-Shepard Products, Inc.: Charles M. Bergen named as exclusive sales and service representative in the Phoenix territory.

AIRCRAFT INDUSTRY

Convair: Roy R. Brewton named vice

"FROM A PACKAGE TO A PLANE LOAD"

AIRPORT PACKAGE SERVICE INC.

50-36 70th St., Woodside, L. I.

TWining 8-1900

Cargo Bldg. 80, N. Y. Int'l Airport, Jamaica 30, N. Y.

Olympia 6-5382

AIR FREIGHT TRUCKING SPECIALISTS

UP 1600%
OVER LAST YEAR!



THANKS to you, MR. FREIGHT FORWARDER—for directing your air cargo to us . . . THANKS to you, MR. SHIPPER—for specifying Trans Caribbean when you ship via your freight forwarder . . .



You can always rely on
"Caribe Cargo"

for the best in
Air Cargo Service between

NEW YORK and SAN JUAN

Scheduled, direct service on new
radar-equipped DC-6A's & C-54 All Cargo.

**TRANS CARIBBEAN
AIRWAYS**

The only scheduled airline serving
New York and San Juan exclusively.

NEW YORK
New York Int'l
Airport
Olympia 6-5997

SAN JUAN
Puerto Rico Int'l
Airport
San Juan 9-0037

president and controller. Of his 17 years' association with the aviation industry, 16 have been spent with Convair.

Lockheed Aircraft Service, Inc.:
Ralph J. Osborn, former executive vice

president, elected president and director. A veteran of over 25 years' aviation experience, he has been associated with the company since 1937. He succeeds J. Kenneth Hull, recently named president of the new company, Lockheed Aircraft International, Inc.

The Martin Company: George S. Cooke named assistant director of European Operations. He will join the European staff at its newly located headquarters in Wiesbaden. Nicholas M. Voorhies re-



Osborn
Lockheed

pears. Operations. He will join the European staff at its newly located headquarters in Wiesbaden. Nicholas M. Voorhies re-

places him as Air Force requirements manager. Howard F. Dunlap takes over Voorhies' duties as Army requirements manager.

William C. Wold Associates: Thomas H. Hintze becomes a partner. He has been associated with the company since 1956.

GOVERNMENT

Federal Aviation Agency: Arvin O. Basnight appointed deputy assistant administrator, Office of Management Services.

COMMERCIAL AIRCRAFT

LOCKHEED SUPER HERCULES

The highly successful Lockheed C-130 Hercules propjet has grown to *Super Hercules* size. According to the manufacturer, the new transport will be able to lift 39 tons at less than 4¢ per ton-mile, "a breakthrough which answers the need for a new airfreighter that aviation cargo leaders have been aggressively seeking."

With pylon tanks, it will haul 16 tons 5,500 statute miles nonstop (San Francisco to Japan, for example). Carrying 25 tons, it will cross the North Atlantic nonstop in less than 10 hours.

Lockheed said that short-range cruising speed will be 414 miles per hour; maximum cruising speed, 425 miles per hour. Long-range cruising speed will be 360-370 miles per hour, which is 20-30 miles per hour faster than the A and B models of the original Hercules. The manufacturer stated:

"An often-voiced requirement of United States commercial airlines is for an advanced, highly efficient all-cargo airplane. Such a universal and express vehicle can become the standard ship for America's merchant marine of the air. Availability of this airplane will coincide with current rapid growth in air freight and express traffic."

Clear cargo space in the *Super Hercules* will be 65'2" long, 10'3" wide, and 9'1" high, giving a gross usable volume of 7,026 feet for bulk loading. The plane is designed for straight-in, level-floor, truckbed-height loading, simplifying matters for mechanized loading systems. Lockheed's so-called "lightning loading system" reportedly makes loadings or unloadings a 10-minute operation.

The *Hercules*, which first joined the United States Air Force in December, 1956 (December 1956 AT; Page 16), and is an integral part of the Royal Australian Air Force, performed effectively in last year's Middle and Far East emergencies. Released some time ago for sale to commercial air carriers, the propjet is known to be under consideration by a number of airlines.

FAA OKAYS CARAVELLE

The Federal Aeronautics Administration has given a certificate of airworthiness to the French-built *Caravelle*, which its builders, Sud Aviation, call "the most flight-tested jetliner in the world to enter commercial airline service." The *Caravelle* is operated in Europe by Air France and SAS. It has been ordered by four other airlines located in Europe, North Africa, and South America.

SERVICES

DOMESTIC

NEW AA ELECTRA FLIGHTS

American Airlines has introduced two *Electra* propjet round trips daily between Washington, D. C. and Chicago. Washington departures are at 8:55 a.m. and 4:35 p.m.; Chicago departures, 12:25 p.m. and 6:40 p.m.

NAL ELECTRA SERVICE

National Airlines recently put the first of a fleet of 23 *Electras* into service on its New York-Miami route. Additional propjet flights will be introduced through the summer as more aircraft are received from Lockheed.

NEW NORTHWEST SCHEDULES

New schedules for Northwest Orient Airlines' passenger-cargo services call for 10 daily cross-country flights from New York, Washington, D. C., and Florida to Seattle-Tacoma and Portland; 37 daily flights (28 of these nonstop) in the Chicago-Twin Cities service; *Stratocruiser* service to Billings, Mont.; DC-6B service to Bismarck, N. D.; and additional nonstop runs between Milwaukee and New York, and Minneapolis-St. Paul and New York.

TWA 707 RUNS INCREASE

Trans World Airlines has added six daily Boeing 707 flights to various points in its system. Included in the scheduling are additional daily nonstop round trips between New York and Los Angeles, New York and San Francisco, Washington-Baltimore and Los Angeles-San Francisco, and Los Angeles and San Francisco.

U.S.-CANADA

NWA TURNAROUND

Northwest Orient Airlines has inaugurated a daily turnaround service between Minneapolis-St. Paul and Edmonton, Alberta, for the first time.

WAL FLIGHTS TO CALGARY

Western Air Lines is scheduled to inaugurate a brand new service to Calgary, Alberta on June 1. Daily service will be operated from key cities in California, Nevada, and Utah, via Great Falls, Montana. There also will be services from cities in Colorado and Wyoming. DC-6B aircraft will be operated.

TRANSATLANTIC

LONDON STOP FOR ALITALIA

This month Alitalia inaugurates nonstop service between New York and London. Three flights per week in both directions have been scheduled. New York departures are every Sunday, Wednesday, and Friday; London departures, Monday, Wednesday, and Friday.

GUEST INCREASES SERVICE

Guest Mexico, which connects Mexico City with Paris, via Miami, Lisbon, and Madrid, has increased its flight frequency to three a week. Eastbound flights leave Mexico City and Miami every Sunday, Wednesday and Friday; westbound departures from the French, Spanish, and Portuguese capitals are every Sunday, Tuesday, and Friday.

IBERIA TO MEXICO CITY

Iberia Air Lines' Madrid-Havana route has been extended to Mexico City. The weekly service leaves Madrid on Thursdays, and departs Mexico City on Saturdays.

ICELANDIC TO AMSTERDAM

Icelandic Airlines has inaugurated a Friday flight from New York to Amsterdam. The weekly run returns from Luxembourg every Sunday.

SABENA SUMMER SCHEDULE

Andrew A. Burns, general sales manager-North America for Sabena Belgian World Airlines, reports that at the height of the coming season the airline will offer 48 flights per week between New York and Brussels. There will be connections for direct flights to 108 cities.

NEW SEABOARD RIGHTS

Seaboard & Western Airlines, scheduled transatlantic all-cargo carrier, has received landing rights at Hannover, Western Germany.

EUROPE-AFRICA

SAS UPS SUDAN FLIGHTS

Scandinavian Airlines System has increased its flights between Copenhagen and Khartoum, Sudan to three a week. New Caravelle jets will be operated on one of these flights.

UAT WIDENS SERVICE

A dozen weekly flights between Paris and various points in Africa have been added to UAT French Airlines' service. Half of these flights will be to and from Dakar; the others to and from Fort Lamy, Bangui, Douala, and Brazzaville.

TRANS PACIFIC

JAL TO LOS ANGELES

Jitsuro Kobayashi, Japan Air Lines' general manager of its American Division, announced that the new direct service linking Tokyo with Los Angeles will begin early this month. The inaugural flight from the Japanese capital will carry JAL President Seijsiro Yanagita, accompanied by Japanese Government officials, civic leaders, and press and radio-TV people. The new transpacific service opens on a



Yanagita
Marking new JAL service



**YOU GET 3 BIG FEATURES
WHEN YOUR FREIGHT FLIES**



**PERSONAL
HANDLING**



**IRISH
to EUROPE**

IRISH AIR LINES

FREIGHT DEPT., 444 MADISON AVENUE
NEW YORK 22. Plaza 1-5040

CARGO BLDG. 82, N. Y. INT'L AIRPORT
IDLEWILD. Olympia 6-6160

basis of three round trips per week. Intermediate stop is at Honolulu.

JAL has been serving San Francisco since 1954. This service opened on a twice-weekly basis, and has built to a daily service. The Japanese carrier also operates to Hong Kong, Bangkok, Singapore, and Okinawa. Next month it will inaugurate a third transpacific route—to Seattle. A Tokyo-Taipei run is slated to be opened as well.

Kobayashi pointed out that it will start operating DC-8 jets next year. In 1961, JAL plans to girdle the globe.

Hanover, Germany—Langenhagen Airport. Manager: J. Rosa.

San Antonio, Tex.—5037 Broadway. District sales manager: George C. Zapalac. Phone: TAylor 4-7236.

AIR EXPRESS INTERNATIONAL

Atlanta, Ga.—Delta Air Freight Terminal, Atlanta Airport. Manager: Louis Mobilia. Phone: POpular 7-1526.

GROUND SERVICES

JOHNSON IN SAVANNAH TALK

Emery F. Johnson, president of Air Cargo, Inc., ground service organization of the United States scheduled airlines, recently established a milestone when he was the first cargo man to be invited to address the annual convention of the American Association of Airport Executives. Speaking in Savannah where AAAE's 1959 parley was held, Johnson lost no time in telling the airport executives that "the great majority of you need cargo facilities, and . . . need them badly." Johnson said, in part:

"Realistically, there are two factors at present working in favor of cargo growth which our passenger activities do not enjoy: the development of passenger traffic has always had to struggle against both fare and fear; cargo has no fear element to overcome—apart from the fear of unreliable performance. No shipper is averse to speed in the transportation of his goods. We, therefore, have a universally attractive service and know we will automatically appeal to an ever-widening base of shippers and receivers as rates themselves go down. This notes our second advantage, which is that cargo rates will go down. For numerous years our passenger services successfully held the rate line in



Johnson
Plan right

NEW OFFICES

JAPAN

San Francisco, Calif.—240 Stockton St. Phone: YUKon 2-7343. General manager: Jitsuro Kobayashi. (This is the new American Division headquarters.)

LUFTHANSA

Buffalo, N. Y.—Liberty Bank Building, Suite 1713, 420 Main St. Phone: Cleveland 7252. Resident sales representative: Thomas R. Chidac.

Kansas City, Mo.—Dwight Building, Rooms 924-925, 1004 Baltimore Ave. Phone: VICTor 2-8372. Regional sales representative: Donald G. Seidler.

Milwaukee, Wis.—Bankers Building, Suite 953-956, 208 E. Wisconsin Ave. Phone: BRoadway 1-1240. Regional sales representative: Wolfgang Winter.

Minneapolis, Minn.—Baker Building, Room 1234, 706 Second Ave. Phone: FEDeral 9-4974. Regional sales representative: Claus Lange.

St. Louis, Mo.—Chemical Building, Suite 1123-24, 721 Olive St. Phone: GARfield 1-4470. Regional sales representative: Richard B. McDaniel.

SEABOARD & WESTERN

Berlin (West), Germany—Tempelhof Airport. Manager: Heinz Philipp.

Dallas, Tex.—Dallas Love Field. District sales manager: A. Warren Owens. Phone: FLeetwood 7-9221.

AIR FREIGHT FORWARDERS

Registered with the Civil Aeronautics Board

- Domestic
- ▲ International

*Member: Air Freight Forwarders Association

BOSTON, MASSACHUSETTS

- Air Cargo Transport
- Logan International Airport

CHICAGO, ILLINOIS

- Chicagoland Air Freight
- 1925 W. Randolph St.

- 4-A Airfreight Consolidators & Forwarders, Inc.
- 5719 N. Central Ave.
- General Air Freight, Inc.
- 1003 W Huron St.
- Lifschultz Air Freight
- 28 N. Franklin St.

CLEVELAND, OHIO

- Air Lanes Service, Inc.
- 14805 Detroit Ave.
- AIRBORNE COORDINATORS DIV.
- OF THE A. W. FENTON CO.
- Cleveland Hopkins Airport
- Richard 1-1242
- (see advertisement)

FORT WORTH, TEXAS

- Cloud Lane
- P. O. Box 1431

HOLLYWOOD, CALIFORNIA

- ▲Pacific Messenger Service, Inc.
- 1642 N. Cherokee

LOS ANGELES, CALIFORNIA

- ▲AIR-SEA FORWARDERS, INC.
- 406 S. Main St.
- MADISON 6-4361
- (see advertisement)
- ▲American Shippers, Inc.
- 810 W. 18th St.
- City Messenger Air Express
- 1414 Cole Place
- Domestic Air Express
- Box 2611, Terminal Annex
- W. T. C. AIR FREIGHT
- 1440 E. 5th St.
- Angelus S-5181
- (see advertisement)
- Westcoast Airfreight Co., Inc.
- 1240 E. 6th St.
- Western Transportation Co., Inc.
- 1440 E. 5th St.
- James G. Wiley
- Box 45008, Airport Station

MIAMI, FLORIDA

- ▲Alas Ibero Americanas, Inc.
- Box 85, Int'l Airport Branch
- Caribbean & West Indies Express Co.

MILFORD, CONNECTICUT

- ABBOTT AIR FREIGHT CO., INC.
- 749 Boston Post Rd.
- TRINITY 8-2436, S-1201
- (see advertisement)

NEW YORK, NEW YORK

- ▲ABC Air Freight Co., Inc.
- 405 W. 37th St.
- ACE AIR FREIGHT CO., INC.
- 330 W. 27th St.
- CHICKERING 4-8855
- (see advertisement)
- ▲ACME AIR CARGO, INC.
- 2 Lafayette St.
- BARCLAY 7-2000
- (see advertisement)
- ▲AERO TRANSPORT DIVISION, EXPRESS FORWARDING & STORAGE CO., INC.
- 8 Bridge St.
- WHITEHALL 3-9044
- (see advertisement)
- ▲Air Cargo Consolidators, Inc.
- 750 Third Ave.
- Air Dispatch, Inc.
- 630 9th Ave.
- ▲AIR EXPRESS INTERNATIONAL CORP.
- 90 Broad St.
- BOWLING GREEN 9-0200
- (see advertisement)
- ▲Allied Air Freight, Inc.
- 425 9th Ave.
- ALLTRANSPORT, INC.
- 6 State St.
- WHITEHALL 3-0230
- (see advertisement)

TRANSPORTATION HEADACHES? PAN MARITIME offers IMMEDIATE relief. As international cargo specialists, we offer complete export and import service, unique in the field --- AND, at a decided saving in cost to you. Let the Pan Maritime Cargo Family handle all Cartage, Air Forwarding, Custom House Brokerage, International Airline Agency, Ocean Freight Forwarding problems in ONE OPERATION!

PAN MARITIME CARGO SERVICE INC.
232 Water Street, New York 38, New York
Other offices at Idlewild, Chicago, Miami, Frankfurt,
San Jose, Panama, Caracas and Buenos Aires



- Anderson Express, Ltd.
Operations Bldg., N. Y. Int'l Airport, Jamaica
- Associated Air Freight, Inc.
516 Fifth Ave.
- Barnett International Forwarders, Inc.
543 W. 43rd St.
Bryant 9-1616
(see advertisement)
- Peter A. Bernacki, Inc.
26 Broadway
Bowling Green 9-6800
(see advertisement)
- Bor-Air Freight Co., Inc.
307 W. 36th St.
- W. J. Byrnes & Co. of N. Y., Inc.
25 Broadway
- Dorf International, Ltd.
89 Broad St.
- EMERY AIR FREIGHT CORP.
891 Second Ave.
Oregon 9-1020
(see advertisement)
- Empire Foreign Air Fwdrs., Inc.
117 Liberty St.
Barclay 7-6334
(see advertisement)
- Flete Internacional Corp.
105 Broad St.
Hanover 2-5844
(see advertisement)
- Flying Cargo, Inc.
140 Cedar St.
Barclay 7-1710
(see advertisement)
- Freedman & Slater Corp.
10 Bridge St.
Bowling Green 9-2970
(see advertisement)
- Gilbert Air Transport Corp.
645 W. 45th St.
- Globe Shipping Co., Inc.
11 Broadway
Whitehall 3-9880
(see advertisement)
- Frederic Henjes, Jr., Inc.
38 Pearl St.
- HENSEL, BRUCKMANN & LORBACHER, INC.
6 State St.
Digby 4-2390
(see advertisement)
- Hop Air Freight Forwarder, Inc.
265 W. 30th St.
- Inter-Maritime Forwarding Co., Inc.
38 Pearl St.
- International Air Freight Co.
1 Beekman St.
- INTRA-MAR SHIPPING CORP.
42 Stone St.
Whitehall 3-3771
(see advertisement)
- Nat'l Air Freight Forwarding Corp.
19 Rector St.
- H. G. OLLENDORFF, INC.
231-235 E. 55th St.
PLaza 3-0565
(see advertisement)
- Pan-Maritime Cargo Service, Inc.
23 Water St.
Digby 9-0260
(see advertisement)
- Republic Air Freight
168 12th Ave.
- J. D. SMITH INTER-OCEAN, INC.
53 Broadway
Bowling Green 9-2330
(see advertisement)
- Stern, Henry, Air Corp
44 Whitehall St.
- Trans-Air System, Inc.
51 Hudson St.
- United Parcel Service-Air, Inc.
331 E. 38th St.
- Universal Air Freight Corp.
345 Hudson St.
- Wings & Wheels Express, Inc.
110th St. at Astoria Blvd., Flushing
- WORLD-WIDE SERVICES, INC.
23 Jacob St.
Cortlandt 7-4020
(see advertisement)

PHILADELPHIA, PENNSYLVANIA

● Shulman, Inc.
20th St. & Washington Ave.

SAN FRANCISCO, CALIFORNIA

- Air-Land Freight Consolidators, Inc.
226 Jackson St.
- AIRBORNE FREIGHT CORP.
San Francisco International Airport
Juniper 5-4321
(see advertisement)
- Global Air Cargo
420 Market St.

HENSEL, BRUCKMANN & LORBACHER, Inc.

Eighty-two Years of Service



CUSTOMS BROKERS
FOREIGN FREIGHT FORWARDERS
AIR FREIGHT CONSOLIDATORS
TO EUROPE

New York
6 State Street
New York 4, N. Y.
Tel.: Digby 4-2390

Idlewild Airport
Cargo Building No. 80
Jamaica 30, N. Y.
Tel.: Olympia 4-5160

A C M E

Air Cargo Means Economy



to COLOMBIA, COSTA RICA, CUBA, HONDURAS,
PANAMA, VENEZUELA and key destinations in
EUROPE, ASIA, AFRICA

Fastest Service ★ Single-Carrier Responsibility
Consult your forwarder or the nearest Acme office.

ACME AIR CARGO INC. • 2 LAFAYETTE ST., NEW YORK 7, N.Y.

BARNETT
INTERNATIONAL
FORWARDERS, INC.

Since 1887
•
FMB
622

543 W. 43rd ST., N.Y.C. 36 - LOS ANGELES - GLOBAL AGENTS
CUSTOMS BROKERS — AIR CARGO — EXPORT PACKERS
BR 9-1616

J. D. Smith Inter-Ocean, Inc.

CAB-Registered Air Freight Forwarders
Authorized IATA Air Cargo Agent

53 Broadway
New York 6, N. Y.
BO 9-2330



Cargo Service Bldg.
Idlewild Airport
OL 6-5870

★ ★ ★

SEATTLE, WASHINGTON

- FRANK P. DOW CO., INC.
Olympic National Bldg.
(see advertisement)
- Pacific Air Freight, Inc.
Box 444, Seattle-Tacoma Int'l Airport
- World Freight Forwarders (Air)
1225 E. 156th St.

● Airways Parcel Post Int'l, Inc.
Teterboro Airport

TEREBORO, NEW JERSEY

● Airways Air Freight
Teterboro Airport

FRANK P. DOW CO., INC.

CAB-Registered Forwarder
Authorized IATA Air Cargo Agent

354 S. Spring St., Los Angeles, Calif.
Phone: MADison 6-0171
Offices in:
San Francisco, Portland, Ore., Seattle, Houston

INTERNATIONAL FORWARDING AGENTS

EUROPE

AMSTERDAM

—Schiphol

VAN OPPEN & CO. N. V.

Branches in all main cities
of Holland

Air Specialists—IATA
Verbindungsgeb. Rm. 13A
Cable: VANOPPEN

BASEL

LAMPRECHT & CO. LTD.

48 Peter Merianstrasse
Telex: 88176 Cable: LAMPRECHTSPED
Airport: BASEL-Bielzheim

BERLIN

Airport:
Tempelhof A



Telex: 818/3722
Cable: NAKU

KÜHNE & NAGEL

BREMEN

F. W. NEUKIRCH A. G.

Est. 1895
26 Bahnhofstr

Telex: 824-4777

Cable: NEUKIRCHAG

BRUSSELS

20 Rue Picard
Telex: 02 598
and MELSBROEK Airport
RUYS & CO.
Branches: Antwerp (Oever 13)
Rotterdam (Veerhaven 7)
Amsterdam (Pr. Hendrik 86)
Paris (13 Rue Auber)
Hamburg (Bohnenstr. 6)
Cables: RUYS CO

DUSSELDORF

Airport:
Loheusen A



Telex: 0858/2785
Cable: NAKU

KÜHNE & NAGEL

FRANKFURT

Airport:
Rhein-Main A



Telex: 041/1327
Cable: NAKU

KÜHNE & NAGEL

GENEVA

DANZAS & CO. LTD.

IATA-AGENTS

Gare Cornavin

Cables: Danzas Telex: 22125

HAMBURG

Airport:
Fuhlsbüttel A



Telex: 021/3084
Cable: NAKU

KÜHNE & NAGEL

KAUFBEUREN

DACHSER SPEDITION

10 Kappeneck IATA Agent

Headqu: Kempten—Branch: Munich Airport
Cable: DACHSERSPED

LONDON—Airport

Cables:
Aceshipp

Telephone:
WATerloo 3226

Ace
Shipping Ltd

40, Southwark Bridge Road, LONDON, S.E.1

MANCHESTER

WORLD TRANSPORT AGENCY

28 Oxford Street

Airport Office 46 — Building #8

Cable: Wortrancy

MILANO

A. S. I.

(Aero Servizi Internazionali)
City: 6a via Turati
Tel.: 666550-666556

MUNICH

UNION TRANSPORT-BETRIEBE

Also located at:

BERLIN FRANKFURT

BREMEN HAMBURG

COLOGNE HANNOVER

DUSSELDORF NUREMBURG

STUTTGART

ROME

BOLLIGER TRANSPORT

Piazza Di Spagna, 49-50

Established 1909

Phones: 670275-62909-684.775

STUTTGART

PAUL V. MAUR

Airport office
Branch—Pforzheim

P.O.B. 30

Telex: 072/3637

VIENNA

Gebrueder WEISS

7 Schoenbrunner Telex: 1808

Cable: WEISSEXPEDIT

ZURICH

DANZAS & CO. LTD.

IATA-AGENTS

Bleicherweg 62 and
Zurich Airport

Cables: Danzas

Telex: 52121

● Member of CBFAA

Member of FIATA

AIR CARGO AGENTS

**Officially Approved by the
International Air Transport Association**

The following freight forwarding firms have been approved by the International Air Transport Association and serve as official cargo agents for the member airlines. The symbol (*) indicates that the firm is a member of the Customs Brokers and Forwarders Association of America, Inc.

NOTE: The offices listed herein are IATA cargo sales agencies only. Those shown here for a particular firm do not necessarily indicate the total number of its branches. Offices for which authorization has not been received are not listed.

AKRON, OHIO
RAILWAY EXPRESS AGENCY, INC.
130 E. Mill St.

ALBANY, NEW YORK
RAILWAY EXPRESS AGENCY, INC.
520 Broadway

ALBUQUERQUE, NEW MEXICO
RAILWAY EXPRESS AGENCY, INC.
Express Annex, A.T. & S.P. Passenger Station

AMARILLO, TEXAS
RAILWAY EXPRESS AGENCY, INC.
404 Hayes St.

ANDERSON, INDIANA
RAILWAY EXPRESS AGENCY, INC.
1500 Main St.

ARDSLEY, NEW YORK
Worth Air Freight Shipping Service, Inc.
Saw Mill River Road, Box 600

ARECIBO, PUERTO RICO
Rafael Rivera Biascocha, Inc.
Jose de Diego 200

ATLANTA, GEORGIA
RAILWAY EXPRESS AGENCY, INC.
325 Mitchell St.

ATLANTIC CITY, NEW JERSEY
RAILWAY EXPRESS AGENCY, INC.
2023 Atlantic Ave.

AUGUSTA, GEORGIA
RAILWAY EXPRESS AGENCY, INC.
810 Walker St.

AUSTIN, TEXAS
RAILWAY EXPRESS AGENCY, INC.
111 E. 9th St.

BALTIMORE, MARYLAND
*Connor, John S.
National Marine Bank Bldg.

*Footner & Co.
5 South St.

*Hobelman & Co., Inc., R. G.
221 E. Redwood St.

INLAND FORWARDING, INC.
Donnelly Bldg., Commerce & Water Sts.

L. C. Wheeden, Vice President
(see advertisement)

RAILWAY EXPRESS AGENCY, INC.
210 E. Center St.

Universal Transcontinental Corp.

Gay & Water Sts.

BATTLE CREEK, MICHIGAN
RAILWAY EXPRESS AGENCY, INC.
NYC Passenger Station

BEAUMONT, TEXAS
RAILWAY EXPRESS AGENCY, INC.
905 Laurel St.

BINGHAMTON, NEW YORK
RAILWAY EXPRESS AGENCY, INC.
Erie RR Passenger Station

BOSTON, MASSACHUSETTS
ACME FAST FREIGHT, INC.
Lechmere Sq.
(see advertisement)

American Express Co.

177 Milk St.

Andrews and Company, Inc., D. C.

131 State Street
*Downing Co., T. D.
88 Broad St.

Jayjay Forwarding Service

177 State St.

*Pistorino & Co., Inc.

40 E. Central St.

*Powell Company, C. H.

144 Milk St.

RAILWAY EXPRESS AGENCY, INC.

East Wind, North Station

BRIDGEPORT, CONNECTICUT

RAILWAY EXPRESS AGENCY, INC.

1 Gold St.

BROWNSVILLE, TEXAS

ACME FAST FREIGHT, INC.

923 S.E. 7th St.

(see advertisement)

BUFFALO, NEW YORK

NATIONAL CARLOADING CORP.

Exchange & Michigan Sts.

RAILWAY EXPRESS AGENCY, INC.

Curtis St. Express Terminal

BURBANK, CALIFORNIA

AIR-SEA FORWARDERS, INC.

3408 Tulare Ave.

(see advertisement)

CANTON, OHIO

RAILWAY EXPRESS AGENCY, INC.

819 Cleveland Ave.

CEDAR RAPIDS, IOWA

RAILWAY EXPRESS AGENCY, INC.

5th Ave. & 4th St.

CHARLESTON, SOUTH CAROLINA

RAILWAY EXPRESS AGENCY, INC.

30 John St.

CHARLESTON, WEST VIRGINIA

RAILWAY EXPRESS AGENCY, INC.

340 MacCorkle Ave.

CHARLOTTE, NORTH CAROLINA

RAILWAY EXPRESS AGENCY, INC.

520 W. 4th St.

CHATTANOOGA, TENNESSEE

RAILWAY EXPRESS AGENCY, INC.

1175 Broad St.

CHICAGO, ILLINOIS

ABC International Inc.

1514 S. Canal St.

ACME FAST FREIGHT, INC.

1512 W. 63rd St.

(see advertisement)

AIR EXPRESS INTERNATIONAL CORP.

6217 W. 63rd St.

LUDlow 5-1616

(see advertisement)

AIRBORNE FREIGHT CORP.

6054 S. Cicero Ave.

REliance 5-8966

(see advertisement)

American Express Co.

16 S. Michigan Avenue

American Shippers, Inc.

5308 S. Pulaski Ave.

Andrews & Co., D. C.

327 South LaSalle Street

Cosmos Shipping Co., Inc.

30 N. La Salle St.

Davies, Turner & Co.

111 West Monroe Street

Global Air Cargo

208 S. LaSalle St.

INLAND FORWARDING, INC.

900 S. Wells St.

WEbster 9-3460

N. R. Wittkamp, President

M. E. Nielsen, Vice President

(see advertisement)

International Expeditors, Inc.

200 E. Illinois Street

William H. Muller Shipping Corp.

327 S. LaSalle St.

PAN MARITIME CARGO SERVICE, INC.

5500 W. 47th St.

Digby 9-0260

(see advertisement)

RAILWAY EXPRESS AGENCY, INC.

4910 W. 55th St.

424 W. Roosevelt

410 N. Milwaukee Ave.

Republic Air Freight

608 S. Dearborn Ave.

Universal Transcontinental Corporation

327 S. LaSalle St.

W. T. C. AIR FREIGHT

1003 W. Huron St.

(see advertisement)

CINCINNATI, OHIO

INLAND FORWARDING, INC.

2nd & Smith Sts.

B. Mohrer, Manager

(see advertisement)

RAILWAY EXPRESS AGENCY, INC.

Findland & McLean Aves.

CLEVELAND, OHIO

*AIRBORNE COORDINATORS DIV. OF THE A. W. FENTON CO.

Cleveland Hopkins Airport

ORchard 1-1202

Karl Gresham, President

R. W. Gresham, Secretary-Treasurer

W. K. Pugsley, Airport Manager

AIRBORNE COORDINATORS

Division

A. W. FENTON CO.

Customhouse Brokers

International Forwarders

ON THE FIELD

CLEVELAND HOPKINS AIRPORT

Inland Forwarding, Inc.

"The Key To Success Is Service"

IATA A-1729

BALTIMORE

CHICAGO

CINCINNATI

TOLEDO

Air Freight Forwarder

Complete and Accurate Documentation

SEAWAY FORWARDING CO.

Standard Bldg., Cleveland 13, Ohio

Phone: SU 1-7890 Cable: SEAFOR

For personal expedited service
ship via

WTC AIR FREIGHT

CAB-Registered
Air Freight Forwarder

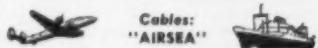
PRINCIPAL OFFICES:

Boston New York Newark
Chicago Cleveland Philadelphia
Los Angeles San Francisco

WTC AIR FREIGHT

A division of
Western Transportation Co., Inc.

HOME OFFICE:
1440 E. 5th St.
Los Angeles 33, Cal.
Phone: ANgelus 8-5181



AIR-SEA FORWARDERS, Inc.

The Most
RELIABLE SERVICE
AIR CARGO

Agents and Forwarders
CUSTOM HOUSE BROKERS—
FMB 682

406 S. Main St., Los Angeles 13, Calif.
Phone: MADison 6-4361 Teletype: LA-477

LORETT & COMPANY

Authorized IATA Air Cargo Agent
108 W. 6th St., Los Angeles 14, Cal., MA 7-3322
210 California St., San Francisco 11, Cal.,
YU 6-3742
P.O. Box 4178, Houston 14, Tex., CA 8-2290

RAILWAY EXPRESS AGENCY, INC.
1325 St. Clair Ave.

*SEAWAY FORWARDING CO.
834 Standard Bldg.
SU 1-7580
W. W. Zachman, President
L. R. Twitchell, Vice President

COLUMBUS, INDIANA
RAILWAY EXPRESS AGENCY, INC.
5th & Brown Sts.

COLUMBUS, OHIO
RAILWAY EXPRESS AGENCY, INC.
215 N. 4th St.

CORPUS CHRISTI, TEXAS
RAILWAY EXPRESS AGENCY, INC.
Belden & Tancanua Sts.

DALLAS, TEXAS
AIR EXPRESS INTERNATIONAL
CORP.
Air Cargo Terminal, Love Field
Fleetwood 7-5716
Cloud Lane Air Cargo
Administration Bldg., Love Field
RAILWAY EXPRESS AGENCY, INC.
515 S. Houston St.

DANVILLE, VIRGINIA
RAILWAY EXPRESS AGENCY, INC.
Southern Railway Station

DAVENPORT, IOWA
RAILWAY EXPRESS AGENCY, INC.
428 Harrison St.

DAYTON, OHIO
RAILWAY EXPRESS AGENCY, INC.
6th & Ludlow Sts.

DENVER, COLORADO
Denver Delivery Service Co.
8108 E. 39th Ave.
RAILWAY EXPRESS AGENCY, INC.
Express Annex, Union Terminal

DES MOINES, IOWA
RAILWAY EXPRESS AGENCY, INC.
2 Sixth Ave.

DETROIT, MICHIGAN
ACME FAST FREIGHT, INC.
115 Twelfth Street
AIR EXPRESS INTERNATIONAL
AGENCY, INC.
2310 Cass Ave.
Woodward 1-2775
D. C. Andrews & Co., Inc.
Book Bldg.
*Export-Import Service Co., Inc.
4000 W. Jefferson Ave.
JUDSON SHELDON INTERNATIONAL
159 12th St.
RAILWAY EXPRESS AGENCY, INC.
2500 Newark

DURHAM, NORTH CAROLINA
RAILWAY EXPRESS AGENCY, INC.
West End Union Station Bldg.
Universal Transcontinental Corp.
140 Twelfth Street

EAST HARTFORD, CONNECTICUT
Westfair Air Service, Inc.
Bradley Field, Windsor Locks

EL PASO, TEXAS
RAILWAY EXPRESS AGENCY, INC.
Union Passenger Station Annex

ELMONT, NEW YORK
John B. McCabe Agency, Inc.
4 Elmont Rd.

ERIE, PENNSYLVANIA
RAILWAY EXPRESS AGENCY, INC.
14th & Sassafras

EVANSTON, ILLINOIS
RAILWAY EXPRESS AGENCY, INC.
2522 Green Bay Rd.

EVANSVILLE, INDIANA
RAILWAY EXPRESS AGENCY, INC.
201 Fulton Ave.

FAIRBANKS, ALASKA
Sig Wold Storage & Transfer
802 2nd Ave.

FALL RIVER, MASSACHUSETTS
RAILWAY EXPRESS AGENCY, INC.
170 Baylies St.

FLINT, MICHIGAN
RAILWAY EXPRESS AGENCY, INC.
310 14th St.

FLORENCE, SOUTH CAROLINA
RAILWAY EXPRESS AGENCY, INC.
Railroad Depot

FORT LAUDERDALE, FLORIDA
Broward Air Freight Terminal, Inc.
Broward County Int'l Airport

FORT WAYNE, INDIANA
Acme Fast Freight, Inc.
1600 South Harrison St.
North American Van Lines, Inc.
Meyer Rd. & Highway 30 E.
RAILWAY EXPRESS AGENCY, INC.
233 W. Baker St.

FORT WORTH, TEXAS
Cloud Lane Air Cargo
Waggoner Bldg.
RAILWAY EXPRESS AGENCY, INC.
T&P RR Passenger Station

FRESNO, CALIFORNIA
RAILWAY EXPRESS AGENCY, INC.
1705 Tulare St.

GLENDALE, CALIFORNIA
RAILWAY EXPRESS AGENCY, INC.
1950 W. Glen Oaks Blvd.

GRAND RAPIDS, MICHIGAN
RAILWAY EXPRESS AGENCY, INC.
235 S. Division Ave.

GREEN BAY, WISCONSIN
RAILWAY EXPRESS AGENCY, INC.
310 Deousman St.

GREENSBORO, NORTH CAROLINA
RAILWAY EXPRESS AGENCY, INC.
200 Echols St.

GREENVILLE, NORTH CAROLINA
RAILWAY EXPRESS AGENCY, INC.
817 Dickerson Ave.

GREENVILLE, SOUTH CAROLINA
RAILWAY EXPRESS AGENCY, INC.
Southern RR Depot

HARRISBURG, PENNSYLVANIA
RAILWAY EXPRESS AGENCY, INC.
101 S. 4th St.

HARTFORD, CONNECTICUT
RAILWAY EXPRESS AGENCY, INC.
510 Church St.

HIALEAH, FLORIDA
Frontier Freight Forwarders, Inc.
1350 Flamingo Way

HOBOKEN, NEW JERSEY
RAILWAY EXPRESS AGENCY, INC.
DLW Terminal

HOLLYWOOD, CALIFORNIA

Dempsey & Ford
6707 Sunset Blvd.
Duncan Co., Bruce
7672½ Melrose Ave.
RAILWAY EXPRESS AGENCY, INC.
7165 Willoughby Ave.

HONOLULU, T. H.

AIRBORNE FREIGHT CORP.
Bldg. 203—Int'l Airport
Air-Flo Express
525 Halekuwila Street
*Hawaiian Freight Forwarders, Ltd.
Merchandise Mart
P. O. Box 3113

HOUSTON, TEXAS

Acme Fast Freight, Inc.
711 McKee Street

AIR EXPRESS INTERNATIONAL
CORP.
Box 12200, Int'l Airport
Mission 5-6654
(see advertisement)

BEHRING SHIPPING CO.
M & M Bldg.
Capitol 2-1324
Houston Freight Forwarding Agents
Scanlan Bldg.

JUDSON SHELDON INTERNATIONAL
Cotton Exchange Bldg.
RAILWAY EXPRESS AGENCY, INC.
820 Washington Ave.
Republic Carloading & Distributing
Co., Inc.
2220 Commerce St.

*H. E. Schurig & Co.
701 Cotton Exchange Bldg.
Universal Transcontinental Corp.
117 San Jacinto St.
Vairon & Co., Inc.
502 Caroline St.

*Zanes & Co., W. R.
Cotton Exchange Bldg.

HUNTINGTON, WEST VIRGINIA
RAILWAY EXPRESS AGENCY, INC.
832 Seventh Ave.

INDIANAPOLIS
RAILWAY EXPRESS AGENCY, INC.
302 S. Illinois

INGLEWOOD, CALIFORNIA
*Herb B. Moyer & Co.
115 W. Arbor Vitae

ISLA VERDE, PUERTO RICO
AIR EXPRESS INTERNATIONAL
CORP.
San Juan International Airport

JACKSON, MICHIGAN
RAILWAY EXPRESS AGENCY, INC.
607 Elizabeth St.

JACKSONVILLE, FLORIDA
*Herbert B. Moller
Atlantic Natl. Bank Bldg.

RAILWAY EXPRESS AGENCY, INC.
106 N. Myrtle Ave.

JAINESVILLE, WISCONSIN
RAILWAY EXPRESS AGENCY, INC.
518 Wall St.

JERSEY CITY, NEW JERSEY
RAILWAY EXPRESS AGENCY, INC.
Communipaw Terminal

JOHNSTOWN, PENNSYLVANIA
RAILWAY EXPRESS AGENCY, INC.
47 Walnut St.

KALAMAZOO, MICHIGAN
RAILWAY EXPRESS AGENCY, INC.
428 N. Rose

KANSAS CITY, MISSOURI
AIR CARGO TERMINALS, INC.
110 Richards Rd.
Harrison 1-5357
Jack Nelson, President
RAILWAY EXPRESS AGENCY, INC.
2413 Broadway

KINSTON, NORTH CAROLINA
RAILWAY EXPRESS AGENCY, INC.
403 E. Caswell

KNOXVILLE, TENNESSEE
RAILWAY EXPRESS AGENCY, INC.
310 W. Depot St.

LANCASTER, PENNSYLVANIA
RAILWAY EXPRESS AGENCY, INC.
57 McGovern Ave.

LANSING, MICHIGAN
RAILWAY EXPRESS AGENCY, INC.
130 Pere Marquette Drive

LAWRENCE, MASSACHUSETTS
RAILWAY EXPRESS AGENCY, INC.
63 Merrimac Ave.

LITTLE ROCK, ARKANSAS
RAILWAY EXPRESS AGENCY, INC.
1400 S. Markham

LONG BEACH, CALIFORNIA
Comet Service
2751 E. Wardlow Rd.

LOS ANGELES, CALIFORNIA
Acme Fast Freight, Inc.
610 South Main Street

*AIR EXPRESS INTERNATIONAL CORP.
5691 Avion Drive
Oregon 8-5077
(see advertisement)

AIRBORNE FREIGHT CORP.
440 S. Alameda St.
Madison 6-0563
(see advertisement)

*AIR-SEA FORWARDERS, INC.
406 S. Main St.
Madison 6-4261
Erwin Raufenberg, General Mgr.
(see advertisement)

American Express Co.
520 W. Seventh Street
American Shippers, Inc.
810 E. 18th Street

*Barnett International Forwarders Inc. of California
6364 Santa Monica Blvd.

*Byrnes, W. J. & Co. of L. A., Inc.
354 S. Spring St.

*Carmichael Forwarding Service
406 S. Main St.

*DOW CO., INC., FRANK P.
354 S. Spring St.
Madison 6-0171
William D. White, President
(see advertisement)

EMERY AIR FREIGHT CORP.
3100 S. Broadway
Richmond 7-7551
(see advertisement)

Global Air Cargo
1212 W. 3rd St.
Harper, Robinson & Co.
354 S. Spring St.

*JUDSON SHELDON INTERNATIONAL
426 S. Spring Street

LORETT & CO.
108 W. 6th Street
TRinity 3322
(see advertisement)

*Moylan, John J.
354 S. Spring Street
RAILWAY EXPRESS AGENCY, INC.
347 Aliso St.

BEHRING SHIPPING CO., INC.

Foreign Freight Forwarders

Licensed Customs Brokers

IATA AIR CARGO AGENTS

NEW YORK OFFICE: 10 Bridge St., N.Y.C., Phone: Digby 4-3220 to 3227 incl., Teletype: NY-1-24110

NEW ORLEANS OFFICE: 904 Queen & Crescent Bldg., Phone: Magnolia 1463-66 incl., Teletype: N.O. 385

PHILADELPHIA OFFICE: Pier 3, North Delaware Ave., Walnut 5-9133

LOS ANGELES OFFICE: 406 South Main St., MADison 6-4361, Teletype LA-477

SAN FRANCISCO OFFICE: 596 Clay St., Phone: EXBrook 7-0277, Teletype SF. 1152

HOUSTON OFFICE: 962 M & M Bldg., Phone: Capitol 2-1324, Teletype: HO. 236

BALTIMORE OFFICE: 1409 Thomas St., Phone: Broadway 6-1013

FORWARDERS FMB No. 566

Robb & Co., W. E.
610 S. Broadway
Universal Transcontinental Corp.
428 S. Spring St.

W. T. C. AIR FREIGHT
1440 E. 5th St.
M. G. Montgomery, General Manager
(see advertisement)

Wiley, James G.
5660 Century Blvd.
406 S. Main St.

LOUISVILLE, KENTUCKY
RAILWAY EXPRESS AGENCY, INC.
800 S. 10th St.

MARION, OHIO
RAILWAY EXPRESS AGENCY, INC.
Union Depot, W. Center St.

MAYAGUEZ, PUERTO RICO
Agencias Soler
101 E. Mendez Vigo

MAYWOOD, ILLINOIS
RAILWAY EXPRESS AGENCY, INC.
125 S. 5th Ave.

MEMPHIS, TENNESSEE
RAILWAY EXPRESS AGENCY, INC.
605 S. Main St.

MIAMI, FLORIDA
AAA Freight Forwarding Co.
3900 N. W. 26th St.
ABC International, Inc.
c/o Brillas Express, S. A.
International Airport Bldg. C-3
Acme Fast Freight, Inc.
2420 N. W. 74th St.

Aero-Mar Shipping Co.
2879 N. W. 36th St.

*AIR EXPRESS INTERNATIONAL CORP.
Miami International Airport
6600 N. W. 36th St.
TUXedo 7-1586
(see advertisement)

Air Freight Agency
3327 N. W. South River Ave.
Aircargo Brokerage Co.
Pacific Bldg.

Alfa Aeroflight Service
3736 N. W. 36th St.
Allied Air Freight, Inc.
Bldg. 30, 20th St., Int'l Airport

American International Corp.
1806 Congress Bldg.

BERNACKI, INC., PETER A.
20th St. Terminal, Int'l Airport
NEWton 5-2461
(see advertisement)

Caribbean & West Indian Express Co.
117 N.E. 1st Ave.
Commercial Airways Agency, Inc.
3240 N. W. 27th Avenue

EMERY AIR FREIGHT CORP.
5353 N. W. 36th St.
TUXedo 8-6739
(see advertisement)

EXPRESS FORWARDING & STORAGE CO., INC.
514-15 Chamber of Commerce Bldg.
FRanklin 3-5110
(see advertisement)

Florida International Forwarders
5377 N. W. 36th St.

Abbott Air Freight Co., Inc.

Daily Air Freight Pick-up and Delivery Service
to and from All Major Airports in the
U. S. All Shipments Made via the Scheduled
Airlines from

All Airport Cities
749 Boston Post Road, Milford, Conn.
Phones: TRinity 8-2436, 8-1201
Teletype No. 253-X

Harvison International Forwarders

228 S.W. 2nd Ave.
Latin American Air Cargo Expediter
Inc.
2187 N.W. 36th Street

PAN-MARITIME CARGO SERVICE, INC.

20th St. Airport, Bldg. 502
TUXedo 8-7518
(see advertisement)

RAILWAY EXPRESS AGENCY, INC.

52 N. W. 9th St.
Rediker Air Cargo, Inc.
Cargo Terminal, Int'l Airport
Republic Air Freight
270 N. E. 75th St.

*Thompson Agency, Roland
65 N.W. 7th St.

Traeger Shipping Corp.
335 N.W. 3rd Ave.
Transcarloading Corp.
189 N. E. 1st St.

Transco International, Inc.
Bldg. C-3, International Airport
United Forwarders Service
1611 Congress Bldg.

World-Wide Services, Inc.
East Cargo Bldg. No. 3

MIDLAND, MICHIGAN

RAILWAY EXPRESS AGENCY, INC.
Foot of Gordon St.

MILFORD, CONNECTICUT

ABBOTT AIR FREIGHT CO., INC.
749 Boston Post Rd.
TRinity 8-2436, 8-1201
Arthur N. Adams, Vice President-Traffic Manager
(see advertisement)

MILWAUKEE, WISCONSIN

RAILWAY EXPRESS AGENCY, INC.
527 N. 4th St.
600 N. Marshall
5300 S. Howell

MINNEAPOLIS, MINNESOTA

Air-Van, Inc.
2726 E. Franklin Ave.
Jensen, Inc., Norman G.
Metropolitan Life Bldg.
National Carloading Corp.
714 Washington Avenue North

RAILWAY EXPRESS AGENCY, INC.
220 Great Northern Passenger Stn.

MOBILE, ALABAMA

RAILWAY EXPRESS AGENCY, INC.
Foot of Government St.

MOUNT VERNON, NEW YORK

RAILWAY EXPRESS AGENCY, INC.
NYC RR Station

MUSKEGON, MICHIGAN

RAILWAY EXPRESS AGENCY, INC.
576 Western

AIRFREIGHT SERVICE CORPORATION

Domestic and International Freight Forwarders
IATA Cargo Sales Agents
F.M.B. No. 2222
CABLE ADDRESS—AYESSCEE
Offering a Complete Export-Import Service With Added Facilities For EXPORT PACKING—STORAGE—WAREHOUSING
"It's Only the Service That's Different . . . and . . . Service Is Our Middle Name"
44-26 PURVES ST., L.I.C. 1, N.Y.
Phone: Empire 1-1440

ACE AIR FREIGHT CO., INC.

Domestic Air Freight
International Air & Ocean
330 W. 27th St. New York 1, N.Y.
CHickering 4-8855

EXPRESS FORWARDING & STORAGE CO., INC. AERO TRANSPORT DIVISION

Custom House Brokers
International Forwarders FMB No. 902
CAB-Registered Air Freight Forwarders
8 Bridge St.
New York 4, N.Y.
Whitehall 3-9044
514-15 Chamber of
Commerce Bldg.
Miami 32, Fla.
Franklin 3-5110

Air Express Forwarding Service

Authorized IATA Air Cargo Agent
559 10th Ave., New York 36, N.Y.
Phone: Pennsylvania 6-9796
LONGACRE 4-9796

Solve your shipping problems in New York; Miami; Lima, Peru; and Santiago, Chile, by using American Forwarding Co. experts in South American shipping.

AMERICAN FORWARDING CO.
23 Frankfort St. New York 38, N.Y.
BArclay 7-0477

PETER A. BERNACKI, INC.

Authorized Air Cargo Agent
CAB-Registered Air Freight Forwarders
36 Broadway
New York 4, N.Y.
Phone: 80 9-4800
Corp Building No. 80
N.Y. International Airport
Jamaica 36, N.Y.
GL 6-5435

Flete Internacional Corp.

International Air Freight Forwarders
IATA Air Cargo Agent
FMB No. 1319
105 Broad St. New York 4, N.Y.
HAnover 2-5844

GLOBE SHIPPING CO., INC.

Authorized IATA Air Cargo Agent
11 Broadway
New York 4, N.Y.
Whitehall 3-9880
N.Y. Int'l Airport
Jamaica 36, N.Y.
Olympia 6-6058

NASHVILLE, TENNESSEE
RAILWAY EXPRESS AGENCY, INC.
19th Ave. S. & McGaughy St.
NEW BEDFORD, MASSACHUSETTS
RAILWAY EXPRESS AGENCY, INC.
2 Willis St.
NEW HAVEN, CONNECTICUT
RAILWAY EXPRESS AGENCY, INC.
70 Union Ave.

NEW ORLEANS, LOUISIANA
Acme Fast Freight, Inc.
1550 Lafayette Street
AIR EXPRESS INTERNATIONAL CORP.
Moisant International Airport
KEEnor 4-5581
(see advertisement)
Andrews & Co., Inc., D. C.
333 Chartres St.
BEHRING SHIPPING CO.
235 Balter Bldg.
MAGNOLIA 1463-66
(see advertisement)

PETER A. BERNACKI, INC.
Moisant International Airport
KENner 4-2576
(see advertisement)

Brand Dispatching Co.
237 International Trade Mart

Dent, Inc.
614 Internat'l Trade Mart
EMERY AIR FREIGHT CORP.

Moisant Airport
(see advertisement)

INLAND FORWARDING, INC.
Board of Trade Bldg. Annex
M. A. Paddock, Manager
(see advertisement)

International Express Co.

Queen & Crescent Bldg.

JUDSON SHELDON INTERNATIONAL
434 Canal St.

Lusk Shipping Co.
Whitney Bank Bldg.

Magnolia Forwarding Co
522 Gravier St.

RAILWAY EXPRESS AGENCY, INC.
1550 Julia St.

Republic Carloading & Distributing
Co., Inc.
501 N. Clairbourne Ave.

•W. L. Richeson & Sons, Inc.
624 Gravier St., Box 348
Transoceanic Shipping Co.

Pan American Bldg.

Universal Transcontinental Corp.
510 Union St.

NEW YORK, NEW YORK

ABC International, Inc.
116 Broad St.

ACE AIR FREIGHT CO., INC.

330 W. 27th Street
CHickering 4-8855

Albert M. Newman, President
(see advertisement)

ACME FAST FREIGHT, INC.

2 Lafayette St.
BArclay 7-2000

J. A. Sattie, Operations
T. D. Grifin, Sales
(see advertisement)

*Aeolian Shipping Co., Inc.

25 Broadway

*Aero-Sea Shipping Corporation
18 Beaver Street

*Air Cargo Expeditors
161 Lexington Ave.

AIR EXPRESS FORWARDING SERVICE
559 10th Ave.
Pennsylvania 6-9796

Harold H. Young, Partner

Mabel L. Young, Partner

Alan L. Young, Partner
(see advertisement)

AIR EXPRESS INTERNATIONAL CORP.

90 Broad St.
BOWLING GREEN 9-0200

Cargo Bldg., Idlewild Airport

Olympia 6-5220

South Ferry Slip 5

BOWLING GREEN 9-0200

Chester M. Mayer, Chairman & President

Alvin B. Beck, Executive Vice President

John E. Mulfeld, Vice President-Sales

Stanley Ver Nooy, Vice President-Traffic
(see advertisement)

Air Land Freight Consolidators, Inc.

125 Broad St.

AIRBORNE FREIGHT CORP.

232 Water St.
WOrth 4-3644

(see advertisement)

AIRFREIGHT SERVICE CORP.

44-26 Purves St. (off. June 23)

Long Island City 1, N.Y.

EMpire 1-1440

Frederick W. Shinn, President

Arthur W. Nottelmann, Vice President

(see advertisement)

Airport Clearance Service

Cargo Bldg. 80, Idlewild Airport

Jamaica 30, N.Y.

*Albert Co., N.M.

44 Whitehall Street

All Nations Forwarding Corp.

1170 Broadway

Alliance Shipping Co., Inc.

44 Whitehall St.

Allied Air Freight, Inc.

428 Ninth Avenue

Almac Shipping Co., Inc.

35 Beaver St.

*Alltransport, Inc.

17 Battery Place

Airo Forwarding Co., Inc.

250 South St.

Ameriford International Corp.

36 Water St.

American Express Co., Inc.

148 Liberty St.

Cargo Bldg., Idlewild Airport

AMERICAN FORWARDING CO.

23 Frankfort St.

BArclay 7-0477

E. R. Van Dover, President
(see advertisement)

*American Shippers, Inc.

315 W. 36th Street

Cargo Bldg. 84, Idlewild Airport

American Union Transport, Inc.

17 Battery Place

*Andrews & Co., Inc., D.C.

27-29 Water Street

Argus Shipping Co., Inc.

25 Beaver St.

*Baker, Irons & Dockstader, Inc.

8 Bridge St.

*BARNETT INTERNATIONAL FORWARDERS, INC.

543 W. 43rd St.

BRYant 9-1616

William Barnett, President

Norman Barnett, Vice President-Secretary

Carl Matthiessen, Airport Traffic Manager
(see advertisement)

*Barr Shipping Company, Inc.

25 Broadway

Beacon Shipping Co.

116 Broad St.

*BEHRING SHIPPING COMPANY

8-10 Bridge Street

DIGby 4-3220

G. M. Colombo, Owner

R. G. Nester, Manager
(see advertisement)

*BERNACKI, INC., PETER A.

26 Broadway

BOWLING GREEN 9-0800

Cargo Bldg. 80, Idlewild Airport

Jamaica

Olympia 6-5435

Peter A. Bernacki, President

Leo Strauss, Regional Manager
(see advertisement)

Bernstein Co., Inc., H. Z.

115 Broad St.

*Byrnes & Co. of New York, Inc., W. J.

25 Broadway

*Caldwell & Co., Inc.

50 Broad Street

Cohen-Plaat Co.

10 Bridge Street

Coleman & Co., T. A.

15 Whitehall St.

Commercial Airways Agency, Inc.

19 Central Park West

*Copeland Shipping, Inc.

11 Broadway

*Corbett Air Div. Corp., M. J.

Cargo Bldg. 80, Idlewild Airport

Jamaica

*Cosmos Shipping Co., Inc.

8 Bridge Street

*CROSS WORLD AIR CARGO CORP.

201 E. 34th St.

OREgon 9-5656

(see Airborne Freight Corp. ad)

*DAVIES, TURNER & CO.

8 Bridge Street

BOWLING GREEN 9-7959

Fred P. Makor, President

*Dieterle & Victory Int'l Transport Co.

24 Stone St.

Dingelstedt & Company

25 Beaver Street

*Dorf Air Service Inc.
105A Broad Street
Downing & Co., Inc., R. F.
10 Bridge Street
*Dumont Shipping Co., Inc.
11 Broadway
*Dyson Shipping Co., Inc.
75 Front St.
Elijah Export Service Co.
125 Broad St.

EMERY AIR FREIGHT CORP.
801 2nd Avenue
Oregon 9-1020
John C. Emery, President
Leonard G. Hunt, Executive Vice President
John C. Emery, Jr., Vice President-Sales
James C. McNulty, Vice President-Operations
Peter George, Vice President-International
Horatio J. Snyder, Vice-President-General Manager
(see advertisement)

Empire Foreign Air Forwarders, Inc.
117 Liberty Street
Excel Shipping Corp.
44 Whitehall St.
Export-Import Services, Inc.
5 State St.
Exportair, Inc.
520 Hudson St.

EXPRESS FORWARDING & STORAGE CO.
8 Bridge St.
WHitehall 3-9044
Thomas Newman, President
Jerome Slater, Vice President
(see advertisement)

*F. N. S. Corp.
125 Broad Street
*Fabius & Co., Inc.
39 Pearl St.
Fernant Export Corp.
401 Broadway

FLEITE INTERNACIONAL CORP.
105 Broad St.
HAnover 2-5844
E. J. Raphael, President
A. Weber, Vice President
(see advertisement)

FLYING CARGO INC.
140 Cedar Street
BArcay 7-1710
Irving W. Goodson, President
(see advertisement)

Ford Forwarding, Inc.
45 W. 18th St.

*Freedman & Slater, Inc.
8 Bridge Street

*Furman Co., Ira
11 Broadway
Gallie Corp., The
50 Broad Street
*Gaskell Co., Inc., Fred P.
1 Broadway
Gaynor & Co., Inc., P. A.
25 Beaver Street
*Gehrig Hoban & Co., Inc.
44 Whitehall Street
*Gerhard & Hey Co., Inc.
44 Whitehall Street
Global Air Cargo
11 Broadway

GLOBE SHIPPING CO., INC.
11 Broadway
WHitehall 3-9880
Alfred Burin, President
George Wohlrab, Manager Airport Office
James F. McIntosh, Export Air Dept.
(see advertisement)

*Gorman-Anderson Corp.
44 Whitehall St.
Gorthon, Nordemo & Shela Co., Inc.
541 Clinton St., Brooklyn
H. & H. Shipping Co.
25 Beaver St.
Hanlon Co., Inc., C. J.
135 Front Street
*Hasman & Baxt, Inc.
39 Broadway
*D. Hauser, Inc.
17 State St.
*Heemsoth-Kerner Corp.
10 Bridge Street
*Heidi's, Inc.
44 Whitehall Street
*Hjenes Jr., Fred, Inc., Air Cargo Div.
18 Pearl Street

HENSEL, BRUCKMAN & LORBACHER, INC.
8 State Street
Digby 4-2390
Cargo Bldg. 80, Idlewild Airport, Jamaica
OLymnia 6-5160
Walter Schaaf, President
(see advertisement)

CABLE: VINTHOM

"Time is an element of profit"

OLYMPIA 6-5453

V. T. MANCUSI

CUSTOMS BROKER • AIR FREIGHT FORWARDER

CARGO SERVICE BUILDING, NO. 80

NEW YORK INTERNATIONAL AIRPORT

JAMAICA 30, L. I., NEW YORK

Hirschbach & Smith, Inc.

44 Whitehall St.
*Hudson Shipping Co., Inc.
8-10 Bridge Street
Inge & Co., Inc.
42 Broadway

INLAND FORWARDING, INC.

25 Beaver St.
J. R. Wittkamp, Vice President
(see advertisement)

*Inter-Maritime Fwdg. Co., Inc.
34 Water Street
*International Expeditors, Inc.
346 Hudson Street
*International Sea & Air Shipping Corp.
24 Stone Street

*INTRA-MAR SHIPPING CORP.
42 Stone Street
WHitehall 3-7331
Arthur Koerner, Customs Department
Henry Diggelman, Air Export-Import Department
(see advertisement)

Italian Shipping Co.
35 Pearl Street
*Judson Sheldon International
19 Rector Street

*Kaufman & Vinson Co.
19 Bridge Street
*Keating & Co., Inc., W. R.
90 Broad St.

*King Shipping Co.
15 Whitehall St.
Kleiner Co., Herman M.
24 State Street

*Kraemer & Co., F. L.
44 Whitehall Street
Kuhne, Inc., Walter E.
11 Broadway

*Lang & Marshall Co., Inc.
44 Whitehall St.

*Lansen-Naeve Corp.
11 Broadway
Laufer Shipping Co.

36 S. William St.
Leading Export Service Corp.
11 Stone Street

*Lep Transport, Inc.
47 Water Street
Leyden Shipping Corp.
38 Pearl St.

*Lunham & Reeve, Inc.
10 Bridge Street
Madison Shipping Co., Inc.
401 Broadway

*MANCUSI, V. T.
Cargo Service Bldg. No. 80
Idlewild Airport
OLymnia 6-5453
V. T. Mancusi, President
Ralph Scatamacchia, Import Manager
(see advertisement)

Mar Shipping Corp.
16 Beaver St.

*Marine Forwarding Co.
25 Beaver Street

Maron Shipping Agency
11 Broadway

Marvullo, A. F.
129 Front Street

*Master Shipping Agency, Inc.
50 Broad Street

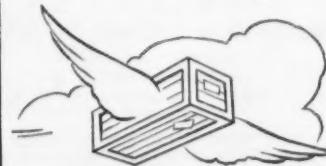
*Meadows Wye & Co., Inc.
8 Bridge Street

Mercal International, Inc.
207-211 E. 37th Street

Mercantile Freight Forwarders
15 Whitehall St.

Meyer Shipping Co.
10 Bridge Street

FLYING CARGO INC.



CAB Registered Air Freight Forwarder

Authorized IATA Air Cargo Agent

140 Cedar Street
New York 6, N. Y.

Phone: BArclay 7-1710

INTRA-MAR SHIPPING CORP.

Authorized IATA Air Cargo Agent
CAB-Registered Air Freight Forwarder
42 Stone St., New York 4, N. Y.
Phone: WHitehall 3-7331

Mohegan International Corp.

17 State St.
Morko Air Freight

11 Broadway
666 Fifth Ave.

*Muller Shipping Corp., William H.
25 Broadway
Nehls & O'Connell
42 Broadway

*NEW ERA SHIPPING CO., INC.
98 Liberty Street
BEEKMAN 3-8280
Joseph Simon, President
Alex P. Brick, Vice President

TELEPHONES:
OLYMPIA 6-5684-6

CABLE ADDRESS
"ROBSCHE"

H. W. ROBINSON AIR FREIGHT CORP.

FOREIGN FREIGHT FORWARDERS

FORWARDERS F.M.B. No. 1604

CUSTOMS BROKERS

CARGO SERVICE BLDG. NO. 80

NEW YORK INT'L AIRPORT

JAMAICA 30, N. Y.

Agents in all Principal Cities Throughout the World

H. G. OLLENDORFF, INC.

CAB Registered Air Freight Forwarders
Authorized IATA Air Cargo Agent

231-235 E. 55th St., New York 22, N. Y.
Phone: Plaza 3-0565

RIVEREDGE
TRANSPORTATION & STORAGE CO., INC.
IATA-Approved Sales Agent
FMB No. 1853
220 Third St., Brooklyn 15, N. Y.
MAIn 5-4638

UNITED STATES FORWARDING CORPORATION

Authorized IATA Air Cargo Agent
Est. 1919
24 State St., New York 4, N. Y.
Phones: BOWling Green 9-8147-8-9

*Nydegger, A. E. & Co., Inc.
10 Bridge St.
Ocean-Wide Forwarders
386 Broadway

*OLLENDORFF, INC., H. G.
231-235 E. 55th St.
Plaza 3-0565
H. G. Ollendorff, President
William F. Hahn, Treas.-Sec.
(see advertisement)
Olympic Air Express Service Corp
15 Whitehall St.

*Overseas Transports Co., Inc.
17 State Street

*Overton & Company
24 State Street
Oxford Agency of New York, Inc.
120 Liberty St.
Pace Shipping Co., Inc.
11 Broadway

*PAN MARITIME CARGO SERVICE,
INC.
232 Water Street
Digby 9-2000
Cargo Bldg., Idlewild Airport
Olympic 6-5155
Morton Brantman, President
Martin Strauss, Vice President
& Import Manager
Oskar Olofsson, Sales Manager
(see advertisement)

*Parisi International Transports (USA)
Francesco
24 State St.
Penn Shipping & Forwarding Co.
336 W. 34th Street

*Penson & Company
11 Broadway
Phoenix Shipping Co., Inc.
44 Whitehall St.
Pitt & Scott Corp.
35 Beaver St.
S. H. Pomerance Co., Inc.
11 Broadway
Perto Rican Express Company
148 Sixth Avenue

*Presto Shipping Agency, Inc.
88 Front St.

*Progressive Forwarding, Inc.
24 Stone Street

RAILWAY EXPRESS AGENCY, INC.
219 E. 42nd St.
Cargo Bldg. 80, Idlewild Airport,
Jamaica

Rediker Air Cargo, Inc.
281 Church Street
Regal Shipping Corp.
24 Stone St.
Reliable Shipping Co.
296 Broadway
Republic Carloading & Distrib. Co.,
Inc.
64 Worth St.

**RIVEREDGE TRANSPORTATION &
STORAGE CO., INC.**
220 Third St., Brooklyn
MAIn 5-4638
Richard R. Rios, Manager
(see advertisement)

Roberts, Reilly & Sons
120-82 Queens Blvd.

H. W. ROBINSON & CO., INC.
15 Whitehall Street
WHitehall 4-2010
James S. Engers, President
Harry S. Keegan, Vice President-General Manager
George P. Kehm, Office Manager
(see advertisement)

*Rohner, Gehrig & Co., Inc.
78 Front Street

H. W. St. John & Co.
18 Pearl Street
R. J. Saunders & Co., Inc.
34 Stone Street

S & C Forwarding Corp.
125 Broad St.

*Schenkers, Internat'l Forwarders, Inc.
24 State St.

Schmidt, Pritchard & Co., Inc.

27 Pearl St.

*Serra, Inc., Luigi

7 Water St.

*Seven Seas Mercantile Transport Co.,
Inc.
15 Moore St.

Shipping Unlimited

69 Court St.

*J. D. SMITH INTER-OCEAN, INC.

53 Broadway
BOWling Green 9-2220
Cargo Bldg. 80, Idlewild Airport,
Jamaica

OLYMPIA 6-5870
Alfred Guttmann, President
Bert Guttmann, Vice President

Lionel de Pass, Assistant Vice

President
(see advertisement)

W. O. Smith & Co., Inc.

35 Water Street

*Milton Snedeker Corp.

44 Whitehall Street

STARK AIR SHIPPING, INC.

120 Wall Street

Mildred Kletter, N. Y. Manager

Steven Shipping Co.

15 Whitehall St.

*Stockheimer & Harder

125 Broad St.

Terramar Shipping Co.

15 Moore Street

Thomson, Jacobs & Moran, Inc.

42 Broadway

*Tice & Lynch, Inc.

21 Pearl Street

Tidewater Forwarding Co., Inc.

356 Broadway

Transco International, Inc.

755 Sixth Avenue

Transworld International Service Co.

333 West 52nd Street

*Trans-World Shipping Corp.

18 Whitehall St.

*Triangle Forwarding Corp.

125 Broad St.

Tyson Co., R. C.

39 Broadway

United Forwarders Service

25 Beaver Street

*UNITED STATES FORWARDING

CORP.

24 State St.

BOWling Green 9-8147-8-9

Donald G. Beaton, President

Martin M. Hirsch, Export

Traffic Manager

T. Suss Manager

(see advertisement)

*Universal Transcontinental Corp.

345 Hudson St.

*Uno Shipping Co., Inc.

39 Broadway

Unsworth & Co., Inc.

26 Broadway

Valron & Co., Inc.

745 Fifth Ave.

19 Rector St.

*Vandegrift Forwarding Co., Inc.

29 Broadway

*WEDEMANN & GODKNECHT, INC.

3 State Street

BOWling Green 9-2141

Martin B. Lunning, Traffic

Manager

(see advertisement)

Whitehall Shipping Co.

11 Stone St.

Wilson's American Co., Inc.

82 Wall Street

*Wolf & Gerber, Inc.

27 William Street

*J. B. Wood Shipping Co., Inc.

30 Whitehall St.

*World Wide Freight Forwarding Co.

401 Broadway

World-Wide Service, Inc.

23 Jacob St.

*Daniel F. Young, Inc.

44 Whitehall Street

Young & Glenn, Inc.

26 Broadway

NEWARK, NEW JERSEY

Acme Fast Freight Inc.
Lackawanna Ave. & Plane St.
(see advertisement)

*AIR EXPRESS INTERNATIONAL

Bldg. 5—Newark Airport

Mitchell 2-8645

(see advertisement)

Airways Parcel Post International, Inc.

Airmail & Express Bldg., Newark Airport

Import Export Service of N. J.

975 Broad Street

RAILWAY EXPRESS AGENCY, INC.
Broad & Pioneer Sts.

W. T. C. AIR FREIGHT

Bldg. 50, Newark Airport

(see advertisement)

World-Wide Services, Inc.

Bldg. 6, Newark Airport

NORFOLK, VIRGINIA

RAILWAY EXPRESS AGENCY, INC.
95 Mineral St.

OAKLAND, CALIFORNIA

RAILWAY EXPRESS AGENCY, INC.
1701 16th St.

OKLAHOMA CITY, OKLAHOMA

AIR EXPRESS INTERNATIONAL

Will Rogers Field, Box 2728

MUtual 5-7719

(see advertisement)

RAILWAY EXPRESS AGENCY, INC.
S15 S. Harvey

OMAHA, NEBRASKA

RAILWAY EXPRESS AGENCY, INC.
Union Passenger Station

OSHKOSH, WISCONSIN

RAILWAY EXPRESS AGENCY, INC.
443 Broad St.

PALO ALTO, CALIFORNIA

RAILWAY EXPRESS AGENCY, INC.
Sherman & Ash Sts.

PASADENA, CALIFORNIA

RAILWAY EXPRESS AGENCY, INC.
184 W. Walnut St.

PASSAIC, NEW JERSEY

RAILWAY EXPRESS AGENCY, INC.
1 Lexington

PATERSON, NEW JERSEY

RAILWAY EXPRESS AGENCY, INC.
35-61 Railway Ave.

PHILADELPHIA, PENNSYLVANIA

Acme Fast Freight Inc.

Schackamaxon Street

AIR EXPRESS INTERNATIONAL

CORP.

International Airport

82nd St. & Easlington Ave.

Saratoga 6-8866

(see advertisement)

PETER A. BERNACKI, INC.
 222 Spring Garden St.
 Market 7-6315
 Anthony P. Bernacki, Vice President
 (see advertisement)
 *Davies, Turner & Co.
 112 Chestnut Street
 *Chas. Kurs Company
 115 Chestnut Street
RAILWAY EXPRESS AGENCY, INC.
 30th & Walnut Sts.
JOHN A. STEER COMPANY
 Manhattan Bldg.
 WALnut 2-6612
 (see advertisement)

PHOENIX, ARIZONA
RAILWAY EXPRESS AGENCY, INC.
 401 W. Harrison St.

PITTSBURGH, PENNSYLVANIA
RAILWAY EXPRESS AGENCY, INC.
 2500 Liberty Ave.

PORRTLAND, OREGON
Pacific Air Freight, Inc.
 423 N.E. 22nd Ave.
RAILWAY EXPRESS AGENCY, INC.
 700 N. W. 5th Ave.
 William Exporters
 917 S.W. Oak St.

PROVIDENCE, RHODE ISLAND
RAILWAY EXPRESS AGENCY, INC.
 Union Station

RALEIGH, NORTH CAROLINA
RAILWAY EXPRESS AGENCY, INC.
 121 Seaboard Ave.

READING, PENNSYLVANIA
RAILWAY EXPRESS AGENCY, INC.
 Reading Outer Station

REDWOOD, CALIFORNIA
RAILWAY EXPRESS AGENCY, INC.
 40 Diller St.

RICHMOND, VIRGINIA
RAILWAY EXPRESS AGENCY, INC.
 2047 W Broad St.

ROCHESTER, NEW YORK
ACME FAST FREIGHT, INC.
 335 South Avenue
 (see advertisement)
RAILWAY EXPRESS AGENCY, INC.
 350 Clinton Ave. N.

ROCKFORD, ILLINOIS
RAILWAY EXPRESS AGENCY, INC.
 315 S. Court St.

ROCKY MOUNT, NORTH CAROLINA
RAILWAY EXPRESS AGENCY, INC.
 100 Raleigh Rd.

SACRAMENTO, CALIFORNIA
RAILWAY EXPRESS AGENCY, INC.
 5th & I Sts.

ST. LOUIS, MISSOURI
AIR CARGO TERMINALS, INC.
 Lambert Field
 Pershing 1-1756
 Jack Nelson, President
RAILWAY EXPRESS AGENCY, INC.
 1730 Clark Ave.

ST. PAUL, MINNESOTA
RAILWAY EXPRESS AGENCY, INC.
 200 E. Kellogg Bldg.

SALT LAKE CITY, UTAH
RAILWAY EXPRESS AGENCY, INC.
 15 N. 3rd W.

SAN ANTONIO, TEXAS
Acme Fast Freight, Inc.
 1330 S. Flores St.
RAILWAY EXPRESS AGENCY, INC.
 220 Hoefgren

SAN DIEGO, CALIFORNIA
RAILWAY EXPRESS AGENCY, INC.
 1190 Kettner Blvd.

SAN FRANCISCO, CALIFORNIA
ACME FAST FREIGHT, INC.
 Ferry Building
 (see advertisement)
Air Expediting Co.
 260 California Street
AIR EXPRESS INTERNATIONAL CORP.
 Air Cargo Bldg.
 San Francisco Int'l Airport
 Plaza 5-7538
 (see advertisement)

WEDEMANN & GODKNECHT, Inc.
 3 STATE STREET, NEW YORK 4, N.Y.
INTERNATIONAL FREIGHT FORWARDERS
CUSTOMS BROKERS
 CABLE ADDRESS "WEDEMANN"

Telephone: BOWling Green 9-2141

FMB No. 58

AIR LAND FREIGHT CONSOLIDATORS, INC.
 226 Jackson St.

AIRBORNE FREIGHT CORP.
 International Airport
 Juniper 5-4321
 John D. McPherson, President
 (see advertisement)

Airgo International Corp.
 500 Battery Street
 American Express Co., Inc.
 352 Post Street

*Byrnes & Co., Inc., W. J.
 409 Washington Street

EMERY AIR FREIGHT CORP.
 International Airport
 JUNO 8-5433
 (see advertisement)

Global Air Cargo
 410 Market St.

*Harper, Robinson & Co.
 510 Battery Street
 International Expeditors, Inc.
 461 Market St.

JUDSON SHELDON INTERNATIONAL
 41 California St.

LORETT & CO.
 210 California Street
 YUKON 6-3742
 (see advertisement)

*Oceanic Forwarding Co.
 536 Clay Street

RAILWAY EXPRESS AGENCY, INC.
 Pier 14

Universal Transcontinental Corporation
 420 Market Street
W. T. C. AIR FREIGHT
 635 8th St.
 (see advertisement)

World-Wide Services, Inc.
 149 California St.

SAN JOSE, CALIFORNIA
RAILWAY EXPRESS AGENCY, INC.
 91 Cahill St.

SAN JUAN, PUERTO RICO
 *Porto Rican Express Co.
 500 Express Street

SANTA MONICA, CALIFORNIA
RAILWAY EXPRESS AGENCY, INC.
 1726 Colorado Ave.

SANTURCE, PUERTO RICO
 Valencia Baxt Express, Inc.
 Ave. Fernandes Juncos 633

SAVANNAH, GEORGIA
RAILWAY EXPRESS AGENCY, INC.
 141 Whitaker St.

SEATTLE, WASHINGTON
AIRBORNE FREIGHT CORP.
 2203 4th Ave. S.
 MUTual 3660
 (see advertisement)

Byrnes & Co. of N. Y., Inc., W. J.
 6644 White—Henry Stuart Bldg.

EMERY AIR FREIGHT CORP.
 Seattle-Tacoma Airport
 CHerry 4-2882
 (see advertisement)

*Jensen, Inc., Norman G.
 75 Marion Street

Pacific Air Freight Inc.
 Box 444, Seattle-Tacoma Airport
RAILWAY EXPRESS AGENCY, INC.
 KING St. Terminal

SHREVEPORT, LOUISIANA
RAILWAY EXPRESS AGENCY, INC.
 828 Snow St.

JOHN A. STEER CO.

Authorized IATA Air Cargo Agent
 Customs House Brokers
 Manhattan Bldg. Philadelphia 6, Pa.
 Phone: WALnut 2-6612

SIOUX CITY, IOWA
RAILWAY EXPRESS AGENCY, INC.
 610 2nd St.

SOUTH BEND, INDIANA
RAILWAY EXPRESS AGENCY, INC.
 506 W. South

SPOKANE, WASHINGTON
RAILWAY EXPRESS AGENCY, INC.
 408 W. Trent Ave.

SPRINGFIELD, ILLINOIS
RAILWAY EXPRESS AGENCY, INC.
 220 N. 6th St.

SPRINGFIELD, MASSACHUSETTS
RAILWAY EXPRESS AGENCY, INC.
 31 Liberty St.

SPRINGFIELD, MISSOURI
RAILWAY EXPRESS AGENCY, INC.
 351 N. Main St.

SPRINGFIELD, OHIO
RAILWAY EXPRESS AGENCY, INC.
 22 S. Spring St.

SPRINGFIELD, VERMONT
RAILWAY EXPRESS AGENCY, INC.
 95 Mineral St.

STAMFORD, CONNECTICUT
 Westfair Air Service, Inc.
 31 Victory Street

STOCKTON, CALIFORNIA
RAILWAY EXPRESS AGENCY, INC.
 936 E. Weber St.

SYRACUSE, NEW YORK
RAILWAY EXPRESS AGENCY, INC.
 400 Burnet Ave.

TACOMA, WASHINGTON
RAILWAY EXPRESS AGENCY, INC.
 Union Depot

TAMPA, FLORIDA
 Gulf International Air Cargo Agencies
 416 Tampa St.
RAILWAY EXPRESS AGENCY, INC.
 614 Union Station St.

TERRE HAUTE, INDIANA
RAILWAY EXPRESS AGENCY, INC.
 Union Station

TERETBORO, NEW JERSEY
 Airways Parcel Post International,
 Inc.
 Teterboro Airport

TOLEDO, OHIO
INLAND FORWARDING, INC.
 Ottawa & Washington
 William Kraft, Manager
 (see advertisement)
 National Carloading Corp., Judson
 Sheldon Div.
 368 S. Erie St.

RAILWAY EXPRESS AGENCY, INC.
341 Emerald Ave.

TOPEKA, KANSAS
RAILWAY EXPRESS AGENCY, INC.
517 Holiday

TRENTON, NEW JERSEY
RAILWAY EXPRESS AGENCY, INC.
72 S. Clinton Ave.

TUCSON, ARIZONA
American-International Travel
Service, Inc.
27 E. Broadway

TULSA, OKLAHOMA
RAILWAY EXPRESS AGENCY, INC.
7 S. Main St.
Tulsa Crating Company
519 S. Rockford

UTICA, NEW YORK
RAILWAY EXPRESS AGENCY, INC.
Union Station

WASHINGTON, D. C.
Associated Shipping Agencies
1511 K Street N.W.
RAILWAY EXPRESS AGENCY, INC.
2nd & I Sts. N. E.
Wall, Robert H.
1404 New York Ave., N.W.

WATERBURY, CONNECTICUT
RAILWAY EXPRESS AGENCY, INC.
New Haven Passenger Station

WESTWOOD, NEW JERSEY
Riteway Express, Inc.
491 Broadway

WHEELING, WEST VIRGINIA
RAILWAY EXPRESS AGENCY, INC.
1704 Market St.

WICHITA, KANSAS
RAILWAY EXPRESS AGENCY, INC.
726 E. Waterman

WILMINGTON, DELAWARE
RAILWAY EXPRESS AGENCY, INC.
Front & Walnut Sts.

WILSON, NORTH CAROLINA
RAILWAY EXPRESS AGENCY, INC.
412 E. Nash St.

WORCESTER, MASSACHUSETTS
RAILWAY EXPRESS AGENCY, INC.
7 Washington Square

YOUNGSTOWN, OHIO
RAILWAY EXPRESS AGENCY, INC.
551 Mahoning Ave.

GROUND SERVICES

(Continued from Page 41)

the face of all rising costs. In a sense, the passenger rates of others actually came up to meet ours. On the part of cargo we know that further economies, made possible by proper cargo aircraft, are substantial and well within reach.

"We also know, for example, that one major carrier alone will have more than five hundred million ton-miles of unused cargo capacity available in its jet fleet this year. We can, therefore, even look forward to the possibility of some cargo rate-making upon the 'added cost' theory, inasmuch as this excess cargo capacity will not be allowed to go to waste. The combination of this possibility, together with the economics of the all-cargo aircraft which are certain to be added, almost insures that within the not too distant future we may, undoubtedly, cut our cargo rates substantially. This very real possibility tends to help our faith in future growth. . . .

"By the early 60s our useful 4¢ ton-mile aircraft will be an actuality, and our growth curve thereafter will start to ascend most sharply as we begin to penetrate completely new markets made possible by new and substantially reduced rate levels. Our increases will gain in tempo. I would actually forecast single years in the concluding half of this coming 10-year period in which the accelerated annual increases alone will be at least three times the total of all of last year's cargo volume. . . .

"The coming trend here, will be to escape from building the type of monuments to ourselves and to our city fathers which has so often been the case in the past. The trend will be toward simplicity of design and construction, which will result in expandable cargo buildings built for cargo purposes. We may even do well to fire all of our airport architects and employ a whole new set who have only had experience in the motor freight terminal field.

"Freight—and it will always be the dominant portion of our air cargo volume—just cannot afford to be handled in space which may cost \$5 per square foot per year. And—it shouldn't be forced to do so. We do not need to park its car; to sell it an insurance policy; to check its baggage; or to direct it to a restroom. It requires no frills, and its needs are simple. It needs only to flow over a functional dock which will accommodate trucks upon one side and have direct access to the ramp on the other. As a matter of fact, it would prefer to be somewhat removed from the complex of the passenger flow, and you would perform a true favor for both classes of traffic to do exactly this. . . .

"The coming trend toward simplicity of cargo terminals has already been established at least upon the part of the airlines. American's \$600,000 terminal, opened last Fall at Detroit Metropolitan Airport, is, undoubtedly, the last of the monumental structures, and from here on out it seems clear that we shall see more of the economical dock-like structures as recently opened by the Flying Tiger Line at San Francisco. These functional terminals, incidentally, may be designed so as to be as much (if not more) pleasing to the eye and architecturally harmonious as anything made of steel, brick and mortar. And, they make sense because they are quick and inexpensive to build; to rent and operate at low cost; and, are relatively easy to modify, change or expand. Pre-fab or even pole-type cargo buildings should certainly be examined. . . .

"I mentioned the construction of a cargo terminal by an airline at a cost of \$600,000. This particular terminal provides 15,000 square feet of space and is designed to handle 1,000,000 pounds of air freight per day. Two days from now one of the country's major motor carriers is opening a modern new terminal over in Atlanta, Georgia. It will provide a total of 34,000 square feet of space, including both offices and shops. Its dock will accommodate 63 trucks at one time, and it is designed to handle 11,000,000 pounds of freight weekly. The total cost of this motor freight terminal installation, including the land, is reported to be \$450,000. These two offer quite a comparison—one which is definitely not favorable to the transportation of property by air.

"The coming trend will be partially because we recognize that air freight is much like most other freight in that it begins and ends its journey in a motor vehicle. We must adapt to this. Furthermore, we are anticipating that air freight's costs may approximate those of motor freight. We must work for this."

CLUB NEWS

Chicago International Aircargo Sales Club: New officers for the 1959-60 term: Mathew Guzik (JAL), president; Joe Kelly (United), first vice president; Bill Scott (Northwest), second vice president; Mel Yarke (Pan Am), secretary-treasurer. The club meets at the Palmer House on the last Friday of each month.

Cleveland Air Cargo Association: Recently formed, CACA recently elected the following officers: Robert E. Bruce (United), president; H. C. McCauley (Pan Am), first vice president; W. K. Pugsley (Airborne Coordinators), second vice pres-

ident; Ray Laprocino (Flying Tiger), secretary-treasurer. CACA is attracting membership from all quarters of the air cargo industry—airlines, air freight forwarders, customs brokers, and ACI cartage agents. Meetings are held on the second Tuesday of each month.

Air Cargo Sales Club of New York: The Nominating Committee, composed of Robert Lord (ASA), Howard Jennings (TWA), and Jim McGuinness (Trans Caribbean), has presented the following slate of officers for next month's election: A. Schweizer (TACA), president; H. Bornehan (Flying Tiger), vice president; R. Havenstein (National), treasurer, and J. DiStefano (Braniff), secretary. W. Nash (KLM) and J. McQuade (New York) have been proposed for a three-year term on the board.

Industrial Traffic Managers Assn. of Baltimore: A dinner meeting is scheduled to be held at the Sheraton-Belvedere Hotel on Wednesday, June 3.

Chesapeake Chapter, Delta Nu Alpha Transportation Fraternity, Inc.: William Boucher, III, executive director of the Greater Baltimore Committee, Inc., addressed the organization last month.

Traffic Club of Newark: Vice Admiral Charles E. Rosendahl, executive director of the National Air Transport Coordinating Committee addressed the club at its recent Air Transportation Night.

Traffic & Transportation Assn. of Pittsburgh: Perry M. Gish, vice president—traffic of the American Radiator & Standard Sanitary Corp., addressed the organization at its meeting last month.

Savannah Traffic Club: New officers: Patrick J. Kelly, president; James I. Newson, first vice president; Cecil L. Adams, second vice president; George B. Miller, third vice president; Robert Schuman, secretary-treasurer. L. D. Saggus, Bates Bowers, R. H. Kramer, Frank De Loach, and W. K. Taylor are new members of the board.

New Haven Traffic Club: Freight Forwarders Night was marked last month. Speaker was Sidney B. Lifschultz, of Lifschultz Fast Freight.

FACTS & FIGURES

AMERICAN

During the first quarter of 1959, the transcontinental airline carried 20,762,000 ton-miles of freight, an increase of 0.3% of last year's January-March period. (A pilot's strike early this year had its obvious effect on traffic.) . . . In March, freight ton-miles climbed 13.4% from the

March, 1958 total to 8.4 million—a new high for that month.

DELTA

Freight traffic jumped 36% in 1958 from the previous year, while express traffic went up 27%.

FLYING TIGER

March freight volume, at \$1,239,460, was 31.8% ahead of the same month a year ago. John L. Higgins, vice president, said it was the second highest month in company records . . . Freight volume for the

first quarter exceeded the 1958 first quarter's by 39.6%. Total was \$3,457,696.

TRANS CARIBBEAN

James H. McGuinness, cargo sales manager, reports for the month of April 8,025 ton-miles of freight. The same month a year ago was the airline's first full month of scheduled operation. The figure given above represents an increase of 1,657% from that opening month. Trans Caribbean is reported to be making rapid strides on its New York-Puerto Rico run.

BOOKS

In the very beginning of his book, A. Wilbert Zelomek states: "The mid-twentieth century period in American history is a very exciting one, and the excitement, as is usual, involves combined elements of fear, confusion, and bewilderment." And at the very end, he writes: "It is good to be able to boast of our standard of living; we should also be able to boast of our standard of values." In between, in his *A Changing World At Work and Play* (John Wiley & Sons, Inc.; 181 pages; \$3.75), the author gives us some startlingly perceptive views of ourselves today. Zelomek is no viewer-with-alarm. Modern man and woman, suburbia, automation, leisure, culture—he discusses them under the impact of tremendous social and economic changes. And, happily, he strikes an optimistic note. Zelomek's success is in painlessly jarring the lay reader into doing some fresh thinking. ("If we can regard free time as a raw material, we will come to think more in terms of its constructive use" . . . "If we are mature enough to produce and support a culture that truly reflects our society and ideals, perhaps we can speak more effectively through it to the peoples of the world.") We suggest you give *A Changing America* a careful reading.

In *5 Ideas That Change the World* (W. W. Norton & Co., Inc.; 188 pages; \$3.75), Barbara Ward, of *The London Economist*, discusses nationalism, industrialism, colonialism, communism, and internationalism. First introduced as a series of lectures at the University of Ghana—indeed, the foreword is written by Kwame Nkrumah, Prime Minister of Ghana—Miss Ward probes various aspects of nationalism and shows how they affect, or are affected by, the other four ideas she has elected to discuss. Throughout her book the author strikes a long, humane note which would harmonize with a better world. ("So long as compassion and personal responsibility are active in human souls, freedom can survive and act and reshape human institutions, however encrusted they may seem with human prejudice and human greed.") Miss Ward pleads for the positive forces of democracy to "enlarge our vision to include the whole family of man." One way or another, this has been said before—but Miss Ward has pegged it neatly between covers.

If you want to Get Away from It All but haven't the time or the money, then *Beyond the Reefs* (E. P. Dutton & Co., Inc.; 221 pages; \$3.95) is the answer. An airline pilot to whom the day's work had become as exciting as driving a bus, William Travis saw an opening to make a good deal of money diving for pearl shell in the Indian Ocean, and he went after it. Having trained a team of natives in skin-diving techniques, he set off around the Seychelles Islands in search of the known and unknown haunts of the mother-of-pearl-shelled green snails. Man-eating sharks were all in the day's work, as were all manner of tropical fish. When it was all over, he wrote a book about it, and—well, read it; it's fascinating.

Credit James Pattinson with another tight, suspenseful sea story. In his

newest novel, *The Silent Voyage* (McDowell & Obolensky, Inc.; 196 pages; \$3.75), Pattinson, who knows his merchant marine and twice made the hazardous Murmansk run during World War II, has two Englishmen run a series of bristling dangers from the Barents Sea to the Antarctic. The trip to the frozen wastes is unscheduled. Their ship run down by a Soviet mystery ship, they are taken prisoner and eventually wind up at a secret Soviet submarine base near the South Pole. There's the escape, of course. Pattinson sees to it that our Englishmen receive help from three Latvians and an Armenian. Together they slip away in a lifeboat. How they do it is a hair-raiser.

You'll get plenty a chuckle from Nigel Tranter's novel, *The Stone* (G. P. Putnam's Sons; 221 pages; \$3.50), which is concerned with the adventures of an Oxford University research team's endeavors to unearth in Scotland what they believe to be the genuine Stone of Destiny. The renowned Stone at Westminster Abbey, they were convinced, was an old fake. But there were others in hardy Scotland to keep the genuine Stone at home—which should give the readers an idea of the possibilities building from that point. The author has made sure that events keep moving at a fast clip; but while you're staying abreast of all the excitement, Tranter's sense of humor will keep those chuckles coming.

If you're a Nile March fan—if not, you should be—you'll not be disappointed in M. E. Chaber's newest concoction of ideas for his intrepid operative. In *So Dead the Rose* (Rinehart & Co., Inc.; 247 pages; \$2.95), Milo, back in uniform for a special job for the CIA—an important Government document has been stolen, and who do you think is guilty?—goes hopping to Paris and Berlin (East, that is) and even Moscow. The plot may be on the ordinary side, but in Chaber's hands it zings along at high speed, further strengthened by believable character portraiture.

Alec Waugh, novelist and travel writer, has put together a mosaic of true and fictional stories about the West Indies and laced them with character sketches and scenes, in his newest book, *Love and the Caribbean* (Farrar, Straus & Cudahy; 310 pages; \$4.50). The publishers have proclaimed in paid ads that "the author of *Island in the Sun* shows that love and the Caribbean go well together"—and that, we report, is no understatement. It's a fascinating book which points up Waugh's own love for the islands. Best of all we liked his characters. He ranges far and wide, bridging five centuries, illustrating in a number of ways that "history as well as geology has helped to make these islands different."

Edmond Hamilton has been writing science fiction for more than three decades. His novel, *The Star of Life* (Dodd, Mead & Co.; 192 pages; \$2.95), is evidence that many years of science fiction writing have not dulled his powers of broad imagination. What happens to an astronaut selected to blast off in the first manned satellite which misses its target, the moon, and goes on into outer space? Hamilton has his trapped hero drop off into a frozen half-death, rousing from it 100 centuries later when Man inhabits all of space and himself has splintered into several species. The pioneer astronaut finds himself engaged in a new space-

FOREIGN AIRLINES

BEA

The British airline, in its report for the fiscal year ended March 31, 1959, showed freight ton-miles at 11,620,000, a jump of 17.1% from the previous fiscal year's total of 9,926,000 . . . February ton-miles at 964,200 and March ton-miles at 1,177,200 represented respective increases of 21.5% and 18.8% from the same months last year. (January total was reported in last month's issue.)

world struggle, the human race (or races) not having changed much after all. But Hamilton sees to it that all ends well.

John J. Pugh sticks to his idea of what an historical novel should be like, or at least the way he prefers to write them—and there will be a lot of readers happy that this is so. Once again, in his latest, *High Carnival* (Little, Brown & Co.; 368 pages; \$3.95), Pugh rides high, wide and swashbuckling in this headlong tale of 16th Century Venice (and did you ever see such a Venice as this?). The author thrives on lusty action and derring-do which he dispenses with utmost liberality. *High Carnival* is entertainment as some of the old masters of the historical novel understood it. If he has borrowed many of the devices, he has put them to good use.

What happens to the inhabitants of a Florida community which miraculously escapes a hideous H-bomb attack and its radioactive aftermath? Pat Frank has put down his ideas in his latest novel, *Alas, Babylon* (J. B. Lippincott Co.; 254 pages; \$3.50). In Fort Repose we find a citizenry thrown back on its own basic resources. There is a general scuttling around for survival. A long-forgotten dimension in living is rediscovered. (Imagine an American city with electric power gone.) Men revert to type; there are the courageous and the treacherous. The United States is smashed up; even more, Russia. Frank has one of his characters say of us: "There's no use kidding ourselves. We're a second-class power now. Tertiary would be more accurate." Which is not a happy prospect for either American or Russian. Frank's novel is a grim one, even with its flashes of humor. *Alas, Babylon* is worth reading.

The Seed (Atlantic-Little, Brown; 191 pages; \$3.50) is the new novel by Pierre Gaspar, one of the foremost writers in France today. That it won for him both the *Priz Goncourt* and the *Priz des Critiques* speaks for its excellence. Set in a small factory town in the southern part of France, it tells of a 10-year-old boy sent by his father (his mother has died) to live with an uncle and aunt. They are a tight-lipped pair who offer him no love, and the boy is thus driven out to find what amusement and happiness he can by combing the streets of the town. Seen through his young eyes, the place and its inhabitants are depicted in all their lowness and squalor. Yet this brilliant little book, though mercilessly vivid, is not, ultimately, hopeless—which is part of its unusual strength.

Jerzy Peterkiewicz' *Future to Let* (J. B. Lippincott Company; 230 pages; \$3.75) is a beautifully written and also extremely funny story. It tells of an Englishman who returns from Spain to sell a house in London recently willed to him. In it he finds a Polish woman, with whom he rather rapidly falls in love. Communist agents bring to England her father, a former leader of the Polish Peasant Party, with the idea of making him advise all Poles to return to Communist Poland. That the ex-leader happens to have fallen into se- leader does not bother the Communist agents. There are many delightfully absurd characters and situations in this book, but there is a great deal of truth beneath the comic irony with which it is presented. Peterkiewicz is definitely a satirist to be watched.



The numbered paragraphs on this page correspond with the numbers appearing in the prepaid order card attached here for your convenience. To order one or more pieces of literature, or other types of materials, at absolutely no charge to you or your firm, just encircle the corresponding number in the order card, fill in the required information, and mail it in. Air Transportation will do the rest of the job.

19 Handy brochure which underlines the advantages of shipping via Air Express. Includes a table which provides typical examples of savings over other types of air-shipping services.

20 Here is a new four-page bulletin which describes and illustrates a new electric walkie stacker specifically designed for narrow-aisle operations. This fork-lift truck has a capacity of one ton. (Bulletin #11.)

21 Literature on an all-purpose cushioned shipping bag reportedly 50% lighter in weight. Included are case histories showing this bag's various applications.

22 A 12-page brochure covering the performance, construction and maintenance of the new Hyster Challenger 60, 70, and 80 pneumatic tire lift truck. Capacities range from 6,000 to 8,000 pounds at 24" load center.

23 Fully illustrated circular describing complete operating and maintenance features of Lewis-Shepard Products' new Model H electric fork lift truck, offered in capacities of 1,000 to 3,500 pounds.

24 Here is something you need in your shipping room—an Air Cargo Service Selection Chart, in color, which is a quick reference indicator as to the most economical door-to-door air shipping service. Compares economies of air parcel post, air express, and air freight. How many do you require?

25 Information on a new line of light-weight reusable vulcanized fibre shipping containers for the transportation of delicate instruments and equipment. Recommended for six classifications of equipment.

Please Read This

Items are offered in *Come 'n' Get It* for three consecutive months. Added this month are items Nos. 34 to 44.

Items generally remain available for approximately three months after the last time of publication, but may be withdrawn earlier.

26 Full information on a Round Steel Strapping kit designed to reinforce, seal, or bundle small shipping cartons. Compact unit tensions and ties the steel strapping with a single stroke of the lever.

27 Descriptive literature on STOW (Side Transfer Optimum Warehousing), a "new approach to material handling which utilizes a Side Transfer fork truck attachment by which the 90° turn is eliminated in picking up or discharging loads."

28 *11 Ways to Reduce Costs and Improve Your Packaging of Steel*, a new folder which highlights some of the more successful packaging operations in the steel and fabricating industry today. Interesting descriptive photographs.

29 A new brochure which describes how economical consolidation of multiple shipments can be effected by means of a triple-wall corrugated board bulk container.

30 A manufacturer's new line of vulcanized fibre reusable shipping containers is described and illustrated in a new four-page bulletin. Three basic types of containers are featured: standard padded, Dunnage board, and shock cradle. These containers meet all Air Transportation Association specifications for Category I containers.

31 *The Lever*, a 16-page magazine published by a materials-handling equipment manufacturer, which describes new developments and uses of 24 volt narrow aisle equipment to solve a wide variety of materials-handling problems. Illustrated.

32 New condensed catalog of Elwell-Parker's fork trucks and attachments, heavy-duty fork and ram trucks, low- and high-lift platform trucks, die-handling trucks, and mobile cranes.

33 *How to Pack It*, a 32-page, fully illustrated book devoted to basic corrugated box designs, and to special corrugated box designs. This is an idea book which we heartily recommend.

34 *Marking and Sealing Shipments Made Simple*, a 24-page booklet which shows how to stencil-mark goods for safe delivery, how to save on sealing cartons with gummed tape, inks to use for various types of marking, etc. Also includes conversion tables for weights and measures, export marking data, and a scale for measuring in inches and centimeters.

35 1959 Aeronautical Chart of the State of Illinois. This is a full-size map of the state, including various flying data. Also features a smaller map of the Chicago area.

36 Latest issue of *Package Laboratory News*, which illustrates various methods of effecting economies in the proper packing of commodities.

37 *Walkies—What They Can and Can't Do*, a four-page folder which describes the use and application of small electric powered walkie trucks.

38 *Reusable Steel and Aluminum Shipping Containers*, a 12-page illustrated booklet showing the various types of metal containers designed, engineered, and manufactured by a firm.

39 *Goodbye Shipping Worries*, a little folder which includes some interesting rate comparisons between Air Express and other air-shipping services.

40 *The Bruce Payne Cargo Study*, an extremely interesting study made for Pan Am. This is "a factual report giving comparative costs encountered by 20 U. S. firms when shipping identical items, one time by sea and another by air."

41 *Managing the Airspace*, a 48-page illustrated booklet which tells why the diminishing airspace is of serious concern to everyone and what is being done to reverse the trend.

42 *Missiles—From Concept to Countdown*, a 32-page illustrated booklet which "puts into proper perspective the relationship of the missile to the nation's arsenal, the complexities of its manufacture, the reasons for its cost, and its potential both in war and for peace."

43 1959 New York State Airport Map. This wall-size map includes a directory of the state's 47 municipal airports, 184 private and commercial airfields, 11 military airbases, 33 seaplane bases, and seven heliports. Also shown are principal waterways, cities, and incorporated villages of 1,000 population and over. Large-scale inserts show the New York metropolitan and Buffalo-Niagara Falls areas.

44 *Industrial Material Handling Films*, a handy 16-page booklet which lists numerous films available for loan at no cost other than shipping and insurance charges. Films are in sound or silent, black-and-white and color. All are 16 mm.

*When the chips
are down...*

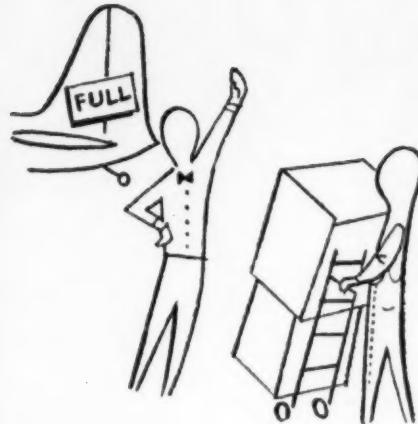
**your best bet
is your
forwarder!**

There's a crisis virtually every minute of every day in the business of moving freight. No carrier is immune to delays and interruptions of service, whether by act of God or man.

You're much better off when you play the odds by shipping via an air freight forwarder. His on-the-scene familiarity with loads, schedules, and capabilities of all the carriers enables him to steer your air freight safely around the crises. When you give your shipment to an air freight forwarder, you can relax in the knowledge he will use the fastest, most efficient, and most economical routes in your behalf.

It costs no more money to get more service... via air freight forwarder!

Listed are members of the Air Freight Forwarders Association... pledged to high standards in advancement of the air transportation industry... they invite your support and your business.



**Air Freight Forwarders Association
Roster of Indirect Carriers
Certified by the
Civil Aeronautics Board**

ABC AIR FREIGHT CO., INC.
ACME AIR CARGO, INC.
AIRBORNE FREIGHT CORP.
AIR EXPRESS INT'L CORP.
ALLIED AIR FREIGHT INC.
AMERICAN SHIPPERS, INC.
BARNETT INT'L FORWARDERS, INC.
PETER A. BERNACKI, INC.
EMERY AIR FREIGHT CORP.
FLETE INTERNACIONAL CORP.
FLYING CARGO, INC.
HENSEL BRUCKMANN & LORBACHER INC.
H. G. OLLENDORFF, INC.
PAN-MARITIME CARGO SERVICE, INC.
J. D. SMITH INTER-OCEAN INC.

**AIR FREIGHT FORWARDERS
ASSOCIATION**

802 Ring Bldg., Washington 6, D. C.

ONLY LUFTHANSA offers NONSTOP All Cargo Flights to Germany...“Heart” of Europe!



*Service
to everywhere
via
Frankfurt*



Lufthansa is your answer to prompt delivery in Europe. From centrally located Frankfurt there are fast and frequent connections to all Continental points, the Near and Middle East.

Daily service from New York plus nonstop all cargo flights every Wednesday and Friday at 10 P.M. Also flights from Chicago and Montreal.

CALL YOUR FORWARDER or

LUFTHANSA  **SUPERCARGO**
has 111,111 lbs. of lift capacity to Europe every week... Make LUFTHANSA your No. "1" choice



LUFTHANSA

GERMAN AIRLINES 555 Fifth Avenue, New York 17, N.Y.
MU 2-9100. Offices in principal cities of U.S. and Canada